

shipping MANAGEMENT

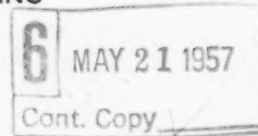
MAY 1957

COMBINED WITH



and *The Air Shipper*

THE "HOW-TO" PUBLICATION OF
PACKAGING, TRAFFIC AND SHIPPING



Mechanically Steelstrapped Loads Shave Costs
AMA Show Breaks All Past Records

The Photo of the Month is reprinted from the cover of the Spring, 1957 issue of "The Signode Seal," published quarterly by Signode Steel Strapping Company. Story based on a different strapping operation appears on page 10.

READERS' ROUTER

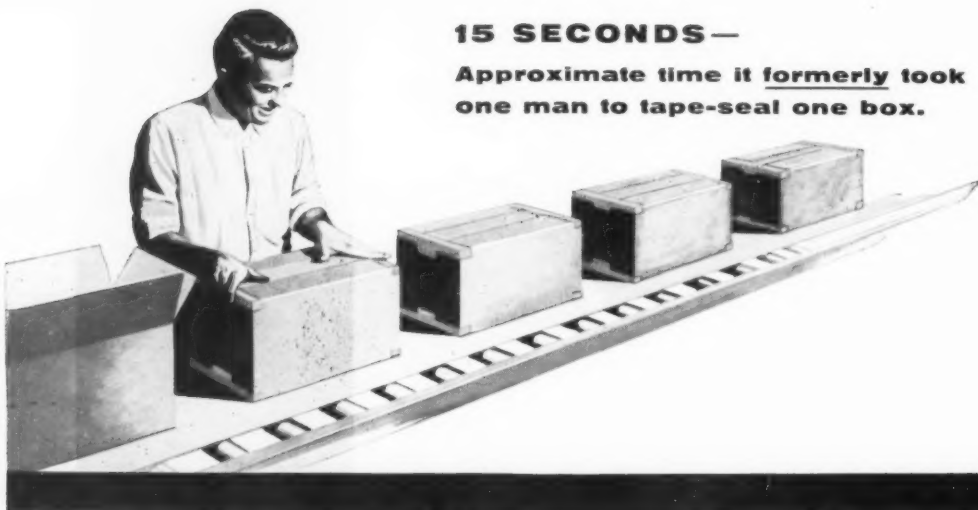
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15 SECONDS —

Approximate time it formerly took
one man to tape-seal one box.



5 SECONDS —

Approximate time it now takes with
Sisalkraft Center-Seam Sealing.

Save $\frac{2}{3}$ on Sealing Time!



Under Rule 41 railroads
have now approved the
use of 2 strips of rein-
forced tape for sealing
corrugated boxes. Sisal-
kraft lends itself to pro-
duction line sealing of
cartons with mechanical
equipment.

Write for more facts about the labor saving uses of Sisalkraft rein-
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CORPORATION, Attleboro, Mass. Makers of sealing tape stock for
the Gummed Paper Industry.

SISALKRAFT

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SELLS AS IT SEALS

The modern double-duty advertising tape gives your firm's cartons and packages instant recognition ... makes every package leaving your plant a colorful advertising vehicle.



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A 6" sales message can be repeated 300,000 times in a 25 carton order. Our creative art staff will prepare distinctive designs to fit your specific need. Free ideas and sketches with 25 carton orders.

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Receive practical, illustrated literature about the latest improvements and developments in shipping room supplies, devices and equipment as described below . . . important data every shipping room manager should keep on file — readily available for instant reference. The HELP-O-GRAM reply card adjacent to this page is for your use. Just check the appropriate box on the prepaid HELP-O-GRAM business reply card and drop it in the mail box. The material will be sent to you at once with no obligation on your part.

DUST-TIGHT and moisture-resistant best describe the condition of packages sealed with these tough, long-fibered gummed tapes. They are economical to use and assure added savings by protecting against damage in handling and transit and against pilferage. Advertising messages can be printed on the tape. Check 1 for FREE brochure.

* * *

STENCIL ADDRESS your shipments this brand new way: like rolling on a rubber stamp. More than 3 times faster than any other stenciling method or product. Holds enough ink to stencil all day on one inking. FREE info, check 2.

* * *

GET 10 TIMES FASTER performance in your tacking operations by using this nailing machine. It saves up to \$50 in time and labor and reduces worker fatigue. Deep penetration of staples even through metal and one-hand operation. For FREE catalog, check 3.

* * *

ELIMINATE CONTAINER FAILURES by using the three types of pre-testing machines made by this company. They include the incline-impact shock tester, vibration tester and automatic drop tester. Find out where the kinks are in your containers before they cause untold damage. For FREE brochure, check 4.

* * *

OVERNIGHT air-surface service offered by combination of leading airline and truck carrier for furniture shipments. Cargo travels door to door as a sealed unit in new type of container. Newest planes used. Airline has 14,000 mile route serving major cities on east and west coasts. For full information, check 5.

* * *

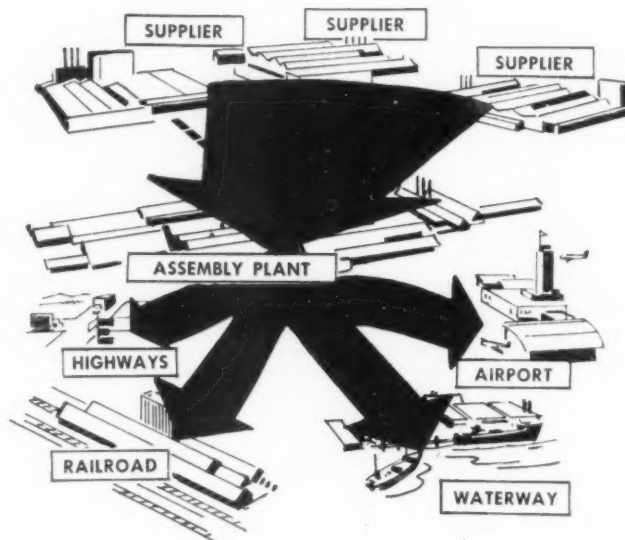
NEW GLUER cuts sealing time in half and sealing costs up to 90%. Lightweight and portable machine makes up strongest and neatest looking package. For special introductory offer, check 6.

* * *

WATERPROOF and smear-proof stencil ink spray in eight colors. Can be used for all types of containers. Dries immediately. No messy problems and no waste. Covers old markings and makes container look like new. Check 7 for complete details.

* * *

ABSOLUTE CLOSURE SECURITY for packages offered by this triple-reinforced gummed sealing tape. Only one-third to one-half the tape usually used is needed here. Glass fibers give amazing strength. For full details free, check 8.



EASY TO READ stencils and thus added assurance of safe delivery are offered by this hand-operated or electric stencil-cutting machine. Cuts stencils with effortless movement and amazing speed. This company also makes a tape dispenser which operates by the touch of your finger. The machine measures, cuts and moistens tape. For FREE brochure, check 9.

* * *

MODERNIZE your stenciling and labeling operations through scientific methods geared to your particular order-processing and material-handling procedure. FREE 16-page booklet tells you how to cut your shipment addressing time by as much as 50 to 70%. Check 10.

* * *

JOB-DESIGNED dispensers for gummed and pressure-sensitive sealing tapes. Stand up well under heavy usage even when dispensing heavier reinforced tapes. Delivers predetermined lengths of properly-moistened tape for fast and easy sealing. For further information, check 11.

* * *

DEPENDABILITY in air service offered by this leading airline. Excellent assurance of expert handling and on-time deliveries. Check 12 for FREE information.

CARTONS CAN'T TEAR or open while in transit if you use this reinforced gummed sealing tape. Seals easily and gives maximum protection to packages. For FREE literature, check 13.

* * *

"STOP LABELING WITH DOLLAR BILLS." This is the intriguing title of a FREE 4-page folder that tells you exactly how to do it . . . how to speed up attaching labels to packages, glass, metal, wood, steel, etc., and how to save by using ungummed labels. This folder can save you thousands of dollars, so be sure to check No. 14.

* * *

ONE-HAND TACKING is faster and cheaper. This product has rapid gripping action and take-up jaw for low maintenance. 36 different models and 80 staple sizes for any use. Check 15 for FREE BOOKLET.

* * *

COMPLETE SUPPLIES for marking, stenciling and stamping operations. Brushpen has automatic ink container that keeps pen ready for use. Stencil-die gives 4,000 to 5,000 clear impressions. Stamp pad has constant supply of ink and releases only enough ink to do the job. Ink is waterproof. Obtain catalog FREE by checking 16.

CUT SEALING TIME BY two-thirds. Use modern way to seal—with two strips instead of six. Made possible by tape's precisely laid 2-way reinforcing. For **FREE SAMPLES** check No. 17.



SHIPPING CONTAINERS of many different materials, types and designs are made by this company. Their line includes hinged corner and wirebound pallet boxes, wirebound crates, cleated boxes, wirebound boxes, corrugated, cleated corrugated, etc. Materials include craveneer, corrugated, plywood, resawed and veneer. Get **FREE** illustrated catalog by checking 18.

* * *

SURFACE-AIR TRANSPORT program brings shippers fast and low-cost cargo service to or from off-line cities. Involves 5,000 markets that never had direct air cargo service before. One bill for surface carriers and airfreight. Get facts **FREE** by checking 19.

* * *

NO MORE CURL, butt roll waste and dispenser snarl when using this kind of gummed tape. Made according to superior standards. Available in 11 colors, ribbed or plain. For **FREE** sample roll, check 20.

* * *

FREE CATALOG on three-nails per second automatic nailing is offered by manufacturer of nailing machines: Can be adjusted to 24 different box size requirements. Check 21.



TRAFFIC COURSE at home compiled by 175 of the country's most prominent traffic executives. This correspondence course is given under the auspices of a leading university to help men now in the shipping and traffic fields get a better understanding of rates, tariffs, regulations, etc., and get ahead. For **FREE** 48-page book, check No. 22.

* * *

STOP "GUESS & MESS" in your gummed tape sealing operations through handy new dispenser. Just set lever at length of tape you want, and the machine does the rest. It measures, moistens and cuts tape. Two operators can work side by side without conflict. **FREE** illustrated brochure. Check 23.

* * *

THREE TYPES of gummed tape tailored to meet all of your sealing requirements. New two-strip reinforced gummed tape included in line. Containers stay closed regardless of how much shock impact they have to take in transit. Check 24 for full details.

MEN — METHODS — MATERIALS

How to get your shipments out faster, at less cost

New 16-page booklet shows how easily it can be done through more systematic addressing of cartons, labels and tags

Slow, old-fashioned methods of stenciling and labeling can seriously delay your shipments. While a shipment sits on the dock ready to go, an office girl is writing out labels by hand. While a stack of cartons waits to be stenciled, a shipping clerk spends precious minutes looking through the files for the right stencilboard. And, because the pressure is on the shipping department to get orders out quickly, cartons are improperly marked and then lost enroute.

A vital operation

The stenciling and labeling of shipments is one of the most important operations in the plant because nothing gets shipped until it's been addressed. You can have the most carefully laid plans for getting your product from the production line to your customer, but if it isn't labeled, tagged or stenciled it never gets out of the plant.

Efficiency-wise companies are rapidly discovering that the key to a really efficient shipping operation is a system for addressing. This system should be fast, inexpensive, require a minimum of labor, and be tailored to your particular order-processing and material handling procedure.

Available now . . .

Send for your free copy

CONTAINS USEFUL INFORMATION

- How to determine the efficiency of your present shipment addressing operation
- The key to a modern, efficient shipping department
- The latest direct-to-carton stenciling systems
- Printing and addressing your shipping labels in one operation
- How to prepare your shipping stencils with your order-invoice or bill-of-lading forms

Comprehensive booklet

In the 16-page booklet offered here you will find such a system. Thousands of companies who have already adopted them have cut their shipment addressing time by as much as 50% to 70%. Send for your free booklet. There is no obligation.

Weber Marking Systems
Div. of Weber
Addressing Machine
Co., Inc.
Mount Prospect, Illinois
Sales and service in all
principal cities



WEBER MARKING SYSTEMS
Dept. 18-E
Mount Prospect, Ill.

Kindly send us a copy of How to streamline your shipment addressing for speed and economy.

COMPANY _____

INDIVIDUAL _____

POSITION _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

... for more details check #10 on HELP-O-GRAM card.

PACKING A PUNCH

DEVELOPMENT of a "new partnership concept" between the airlines and the military to provide needed airlift in time of national emergency was urged recently by Delos W. Rentzel, Chairman of the Board of Slick Airways and former head of CAB and CAA.

In a speech before the Aviation Writers Association, Rentzel pointed out that the day-to-day use of commercial air transportation by the Department of Defense is declining proportionately while military air shipments are rising sharply. "This is a remarkable contrast to the policy and practice of the Military Sea Transportation Service," he said. "Commercial shipping interests have received more than two-thirds of the dollar outlays by MSTs . . . permitting the Navy to apply resources in funds and personnel to other Navy combat tasks." He urged that similar consideration be given the airlines in the carriage of military traffic now moving on MATS, thus freeing personnel and funds for combat operations such as the Strategic Air Command and the Continental Air Defense Command activities.

"By 1961," Rentzel concluded, "because of equipment plans, the civilian airlift contribution could be increased by more than four times over today's plans. This would be enough capacity to transport across the North Atlantic more than one million troops in 30 days."

This appeal sounds logical and conducive to the best interests of America's defense, and growth of the commercial air fleet. The Defense Department ought to look into these proposals immediately and give them sincere consideration.

* * *

ADDITIONAL GOOD OMENS as to the health of the nation's trucking industry were issued recently by the Research Department of the American Trucking Associations. It revealed that tonnage of intercity freight carried by the trucking industry during 1956 was up 3.2 percent over the volume hauled in 1955. It was the 11th year in the past 12 in which the industry has recorded an increase in tonnage over the previous year.

The 3.2 percent gain of 1956 resulted from relatively large increases

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MAY, 1957

shipping MANAGEMENT

Vol. 22—No. 5

COMBINED WITH

PAYLOAD & The Air Shipper

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BPA

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**shipping
MANAGEMENT**

AMA Show Breaks Its Own Record 36,000 Visitors — 370 Exhibitors

ESTABLISHING AN ALL-TIME attendance record, the American Management Association's 1957 National Packaging Exposition in Chicago's International Amphitheatre last month attracted a total of 35,800 people from every state in the Union and several foreign countries as well. At the same time, some 900 visitors attended the three-day National Packaging Conference at Palmer House which surveyed the latest developments in industrial and consumer packing, shipping and materials-handling.

The exposition, which took place between April 8 and 11, was the largest packaging show in history. On display were the packaging materials, equipment and services of 370 exhibitors occupying a total of 131,000 square feet of floor space. This year's attendance record surpassed last year's total of 28,000 in Atlantic City, N. J.

Next Year's Show

At the close of the show, it was announced that the 1958 Exposition will take place May 26-30 at New York's Coliseum. This will be the first five-day packaging show and the first in New York in many years.

All aspects of packaging operations from both the consumer and industrial viewpoints were considered at the three-day Packaging Conference. Of greatest interest to industrial traffic managers and packaging engineers was the panel discussion on "Cost Reduction Program for Packaging Industrial Parts" which was presented by officials of Bendix Aviation Corp. Participating in

this panel were: E. K. Gustin, packaging engineer, Bendix Products Div., South Bend, Ind.; R. E. Chrisman, traffic manager, Bendix Pioneer-Central Div., Davenport, Iowa; T. E. Shelly, TM, Bendix Marshall Div. Troy, N. Y.; A. O. Mooney, TM, Bendix Eclipse-Pioneer Div., Teterboro, N. J.; and A. S. Love, Mgr., Aircraft Service Parts, Bendix—South Bend.

Cost Reduction & Research

They told how in the face of rising costs of transportation, packaging materials and labor, Bendix has maintained its competitive position through an intensive cost-reduction program which coordinates all phases of packaging, from the packing operation at suppliers' plants to the final shipment. Savings have been achieved through integration of packaging, materials handling, warehousing, receiving, shipping and transportation operations, increased use of palletization, standardization of suppliers' packaging, reduction of loss and damage, and automatic packaging machinery.

Another session of the conference was devoted to the research studies undertaken by Forest Products Laboratory, Madison, Wis. Practical design criteria based on packaging research conducted at the Laboratory was presented for cushioning, pallets, crates, wooden boxes, and fibreboard boxes. The speakers were: R. K. Stern, packaging technologist on Cushioning; T. B. Heebink, engineer, on Pallets; L. O. Anderson, engineer, on Crates; R. S. Kurtenacker, engineer, on Wooden

(Continued on Page 36)



Through new intercom system, shipping department employee at U. S. Envelope Co. tells waiting truck driver outside whether his services are needed for a pickup. In photo at right, truck driver pulls up to intercom stanchion and stops.



Shipping department klaxon horn is set off when trailer wheels cross over signal wire in driveway. Here, driver gets pickup or unloading instructions. Sign on other side of stanchion (inset) reads: "Driver—Lower cab window, wait for voice instructions."

How New Intercom System Unsnarls Plant's Truck Congestion Problem

By SOPHIA P. GERBER

WHEN THE DOORS of the U. S. Envelope Company's new 110,000 square-foot plant in Metuchen, New Jersey were opened recently, officials realized that good design had solved a two-pronged problem in their shipping department.

The problem, an old one to both motor freight carriers and their customers, was one that had plagued them a long time. Specifically, the situation shaped up like this.

More than 35 trucks stop by at U. S. Envelope's plant every day. The drivers check to see if they are needed. In addition, quite a few trucks bring deliveries that have to be routed to the proper loading bay.

What used to happen was that the truck drivers, who had been instructed by their companies to stop by for possible pickups, would pull in their trucks and park. Then the driver would hop out and hunt up the shipping supervisor to find out if his services were required.

Drivers bringing incoming loads would do the same thing. If the shipping supervisor or his assistant couldn't be located, a driver could spend a lot of time and energy only to discover that his help wasn't needed on that day.

The result was a series of mild irritations, annoying delays, and overcrowding of the company's ten loading bays and other shipping facilities. A

side disadvantage was that during the winter, every time the loading doors were opened for an unassigned truck, both plant and workers suffered from the excessive loss of heat.

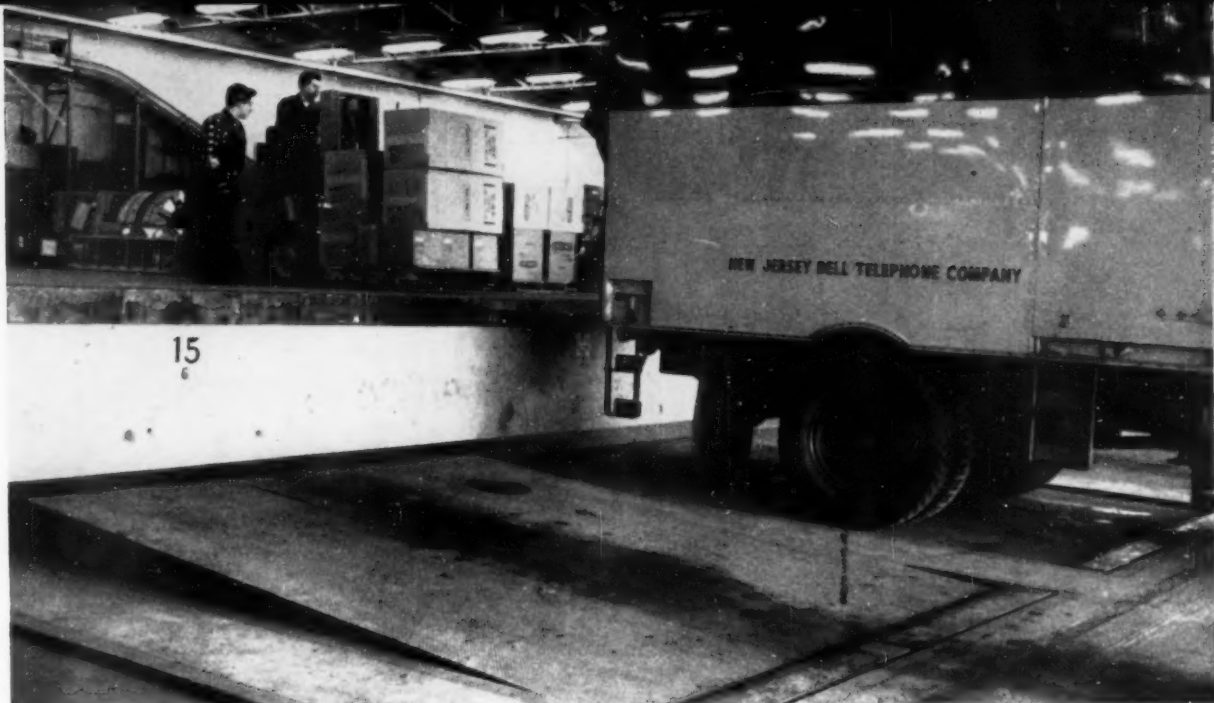
Drivers Stay In Trucks

When the company was in the process of designing its new plant, Engineering Manager Webb Ramsey made up his mind that he would speed up the whole business of truck movement. Ramsey sat down with engineers from the local office of a manufacturer of intercommunications system. Between them, they worked out a system for routing trucks without the drivers ever having to leave the cabs of their vehicles.

The situation was resolved with simple equipment: one klaxontype horn inside the plant, a pneumatic signal tube of the type in common use by service stations, plus two intercom units—one handset model at the shipping supervisor's desk and an outdoor unit on a 6½-foot high stanchion in the driveway.

When a truck drives up to U. S. Envelope's windowless plant these days, this is what happens. Signs direct the driver to the left side of the roadway. There, he pulls up to the intercom

(Continued on Page 37)



Conveyors + Top MH + Trained Crews + Modern Warehouses + Truck Fleet Add Up To SAME DAY SHIPPING

SAME DAY SHIPPING is the accomplished fact for 90 per cent of the orders handled by Western Electric Company's New Jersey Distributing House. Forces which have contributed to this shipping speed are a mile-long network of conveyors, a modern warehousing network, top-grade materials-handling equipment and facilities, trained personnel in the packing and shipping departments and a private trucking fleet.

Repairs & Buys Equipment

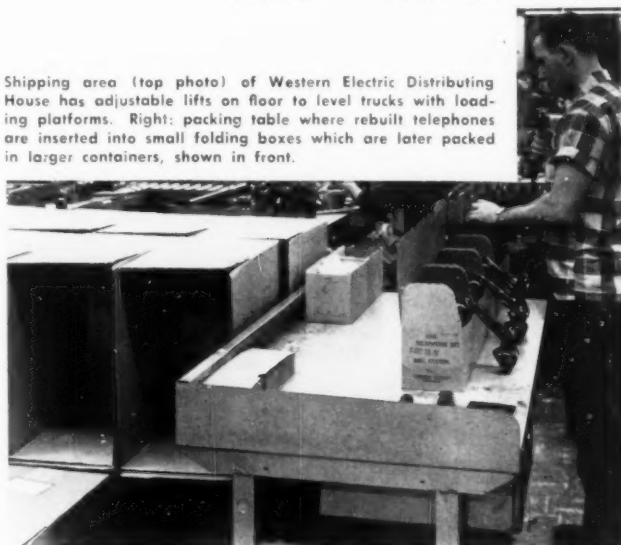
The 320,000 square foot plant at Union, N. J., has been in operation since January, 1954. For 28 years prior to that, the Distributing House had operated at, and had outgrown, two locations in Newark, N. J. As a subsidiary of American Telephone & Telegraph Co., Western Electric is the manufacturer and supplier of equipment and material for the Bell System and is also responsible for the repair of telephone sets, switchboards, electrical apparatus and many other communications products.

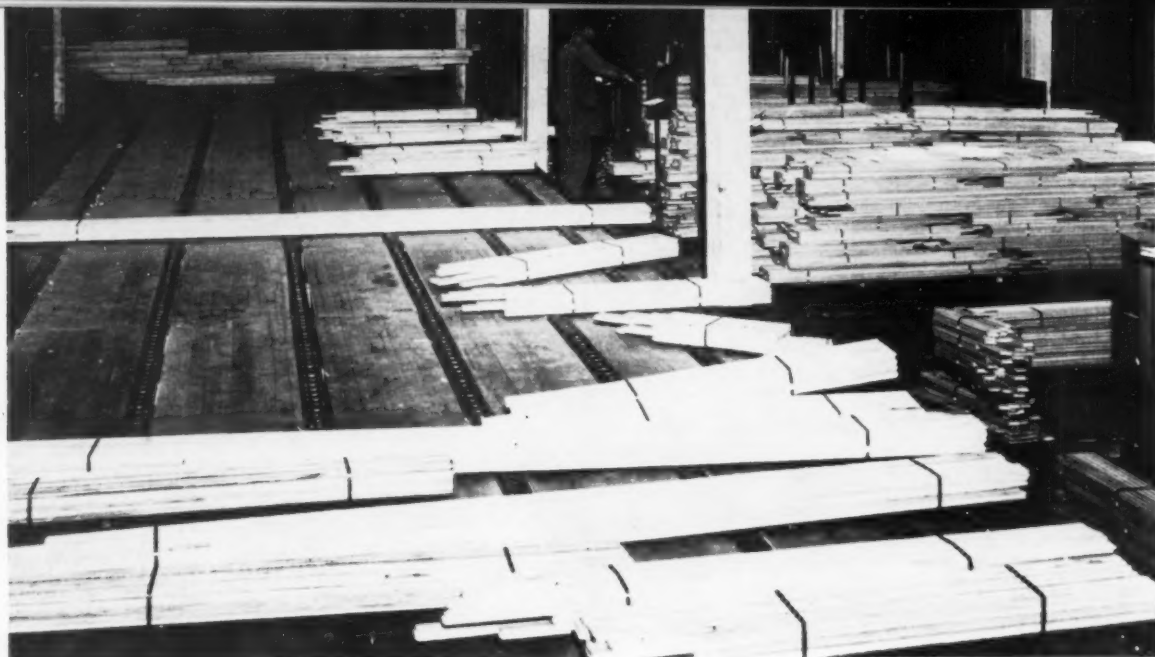
The Union plant has nothing to do with tele-

phone apparatus manufacture, but is engaged in the repair and distribution of thousands of phone sets, switchboards, booths and other items which

(Continued on Page 33)

Shipping area (top photo) of Western Electric Distributing House has adjustable lifts on floor to level trucks with loading platforms. Right: packing table where rebuilt telephones are inserted into small folding boxes which are later packed in larger containers, shown in front.





Mechanized Steel Strapping Operation Shaves Warehouse Palletization Costs

Photos & Data Courtesy
SIGNODE STEEL STRAPPING COMPANY

"BE WISE—PALLETIZE!" That is the slogan adopted by Memphis Hardwood Flooring Company, Memphis, Tennessee, according to Ray F. Sharp, Manager. One of the country's leading producers of hardwood flooring, this concern palletizes all of their flooring production, with the exception of local deliveries.

Keeping abreast of the country's thinking in terms of packaging and materials handling, Memphis Hardwood several years ago took a look into the future and decided to unitize their entire production of flooring. They built a large new warehouse to facilitate this type of operation. Now, after the individual bundles are made up into 1000 ft. packages, lift trucks take over by either taking these packages to the storage area or by loading the cars direct.

Following is an account of their transition from practically 100% man handling to one of the most complete of automated set-ups in this industry today.

The individual bundles were formerly tied with hand strapping tools. The elimination of several men by adopting the power strapping machine came a couple of years before they started pal-

lizing, but is mentioned here as it is an integral part of their whole operation. The elimination of this labor through use of the machine is not taken into account in the following comparison of present and former methods.

Before they started palletizing, each of the three units had one man operating the power strapping machine. Further, each unit had one take-off man who took the tied bundles of flooring and put them on warehouse trucks. Four men worked these trucks to storage and placed the bundles in storage according to grade. Shipping out approximately three cars per day involved using seven men, which made their tying, warehousing and shipping operation use a total of 17 men.

Enter Automation

Each of the individual unit conveyors now ties into a central warehouse conveyor. The pieces of flooring are made up into bundles by the rack pullers, flow down the unit conveyor to the power strapping machine, are tied and flow directly to the central warehouse conveyor. The three take-off men are now eliminated. The warehouse conveyor

Operator at Memphis Hardwood Flooring Co. (right) positions flooring at power strapping machine. Straps are applied automatically at the push of a button. Bundles then go by conveyors to central warehouse (photo on Page 10) where they are sorted according to grade and placed in racks for palletizing.



runs down the middle of their former warehouse. The bundles of flooring are taken off from each side and pallet make-up is started. At this point, the four truckers to warehouse storage are eliminated. Adding to this, the three take-off men mentioned above, a total of 7 men have been eliminated.

However, it takes six men to take off the warehouse conveyor, build up the pallets and make an accurate tally card. In addition, one man straps the packages to make up the 1000 ft. units, so that the same number of men are employed as before.

The pallets are now all made up, ready to be moved to storage or shipment. The entire operation from this point on is done with only four men, whereas they formerly used seven in loading three cars per day. Two lift truck drivers are used and two men prepare the car for strapping. The lift truck drivers take the pallets from where they are made up to storage, taking some direct to a car being loaded, or taking pallets from storage to car. The other two men prepare the car for the system of bracing, make up the wooden gates and finish strapping the car after all pallets are loaded.

Their customers of course can unload palletized

flooring in a fraction of the time required for unloading individual bundles.

Breakdown of Pallet Costs & Savings

Pallet Cost:

8 ft. pallet of approximately 1000 ft.	
3 straps, 11' each—33' @ .0073 per ft.	\$0.24
Spreaders under each strap, top and bottom @ .025 each	.15
3 seals @ approximately \$4.00 per M	.01
Total material cost of palletized 8' packages	\$0.40

12 ft. pallet of approximately 1000 ft.	
4 straps, 9' each—36' @ .0073 per ft.	\$0.26
Spreaders—8 @ .025 each	.20
4 seals	.02
Total material cost of palletized 12 ft. packages	\$0.48

To Find Average Pallet Cost:

Unit cost per day with production of approximately 28,000 bd ft—21 eight ft. packages and 7 twelve's	
21 x 40—\$ 8.40	
7 x 48— 3.26	

\$11.66 divided by 28 packages gives average material cost to palletize 1000 ft. packages \$0.42

Bracing Cost:

Typical car containing 24,000 bd/ft per end:

140' 1 1/4" x .035" @ \$0.019 per ft.	\$2.66
12 Anchor Plates @ \$37.00 per M	.44
96 Nails @ \$3.15 per M	.31
12 Seals @ .01c each	.12
Staples	.05
Strapping material cost per end	\$3.58
Strapping material cost for both ends	\$7.16
Strapping material cost to tie down 12 ft. packages in center of car	\$2.30
Lumber cost for bulkheads 52 bd ft @ \$30.00 M	\$1.56
Total material cost for bracing	\$10.92
Total material cost for palletizing (24 pallets @ .42 ea.)	10.08

Total Material cost to ship palletized load of approximately 24,000 bd ft flooring

Cost Analysis:

Total material and labor cost to ship palletized load of approximately 24,000 bd ft flooring	\$0.87 1/2 M
savings effected by elimination of one man's labor	.39 M

Total material and labor cost \$0.48 1/2 M



TUNING IN



Air Freight Developments To Be Featured At N. Y. SIPMHE June Meeting

The Eastern Division of SIPMHE is planning an Air Cargo Forum for its next regular dinner meeting on Monday, June 10 at 5:30 p.m. at the Brass Rail Restaurant, Fifth Avenue and 43rd St., New York City, N. Y.

The program will feature a panel discussion on the latest developments in airfreight and the requirements for proper packaging and materials handling when shipping by air. The panel will be composed of leading air cargo specialists from various airlines, both domestic and international. Lucien Zacharoff, Management Consultant for *Shipping Management* will act as moderator of the panel. Further information and reservations can be obtained from John Farrington, Program Chairman, c/o Jiffy Mfg. Co., 360 Florence Ave., Hillside, N. J. (Murdock 8-9200).

AMA Clinics to Wind Up June 24-26 With Session on Package Research

How to set up a packaging research laboratory will be the subject of the American Management Association's final packaging clinic of this season from June 24 to 26 at the Sheraton-Astor Hotel, New York.

The clinic will survey the equipment currently available for test purposes and will discuss such questions as suitable organizational set-ups, correlation of product research with packaging research, and possible financial savings from research and development projects. Reference handbooks, containing charts, forms, bibliographical references and other special data relating to the subject, will be distributed to those attending the clinic.

Philly SIPMHE to Hear Lapidus of Navy On Military & Federal Specs

Herbert M. Lapidus, head of the Technical Specifications Section, Navy Packaging & Preservation Branch, will be the main speaker at the May 27th meeting of the Philadelphia Regional Division of SIPMHE. He will give a "Basic Explanation of Military and Federal Packaging Specifications." The meeting will take place at 1600 Arch St., Philadelphia.

M-H Training Conference June 16-29 At Lake Placid, N. Y. to Stress Cost Cutting

Cost reduction opportunities available from materials handling improvements will be empha-

sized at the fourth annual Material Handling Training Conference which will take place June 16-29 at the Industrial Management Center, Lake Placid, N. Y.

Elimination of handling bottlenecks, the better use of storage space, plant layout, containerization and unit load design are some of the subjects

(Continued on Page 35)

Idlewild Air Cargo Operations Observed By SIPMHE Members



Photos Courtesy Pan American Airways

A large group of members of the Eastern Division of the Society of Industrial Packaging & Materials Handling Engineers toured the Air Cargo facilities of Idlewild International Airport during the month of April. At the Pan American Airways facilities the group was broken up into a number of smaller parties which were given full details of the air cargo operation by Pan Am's own cargo supervisors. Shown in top photo are some of those who attended. The cargo carrier Pan American plane behind them is specially equipped to transport thoroughbred horses overseas. Members saw some of the horses unloaded from the plane a short time after this picture was snapped.

Lower photo shows a group standing around one of the materials handling boxes used by Pan American in many ways to load and unload cargo. The boxes are equipped so that a fork truck can pick them up and hold them at any height next to the plane's cargo door, while loading or unloading is proceeding.

Six Ways To Improve The Health And Efficiency Of Shipping Dep't Employees



Important way of reducing fatigue in shipping operations is to drink a measured amount of water every hour.

SOME WORKERS get tired faster than others. Most workers do tire and "slow down" during the day. Recent research in industrial medicine by Dr. Lucien Brouha of the Haskell Laboratory of Industrial Toxicology suggests a six-point program which can be applied to help prevent fatigue on the job and increase production in packing and shipping operations.

1. *Select physically-fit workers*—Although materials handling equipment has taken much of the earlier burden off workers in shipping, there are many jobs for which machines haven't been made, and many others where it is easier for a man to do it. The man has to be physically fit and trained for the job.

Ample Manpower Vital

Dr. Brouha found that even in men who seemed to be both fit and trained for their jobs, wide variations occurred. He found, for instance, that although some men seemed to be doing a good job, they were "paying" too much in body stress. Their temperature and heart rates went up more than those of others. This indicated that they should be given easier work.

When those physically unfit—for the particular job—were eliminated, the morale of the whole group improved, and the remaining workers worked at higher efficiency. The man who is fatigued by his job blames the job, and influences the attitudes of his co-workers.

2. *Organize adequate worker teams*—Shipping is a highly coordinated operation in which very few workers work by themselves, but Dr. Brouha has found that even where there is a good team, the stress on workers may be too high if the team hasn't enough workers. When men were added to teams, it was found that the individual physical exertions were decreased, and the

amount of time they needed for rest was also decreased. Just adding manpower is usually not enough. The workers who are added must be coordinated with the others, and sometimes the job routine must be restudied to make maximum all-day use of everyone's energies.

3. *Insure adequate water intake*—Regardless of whether the worker is operating a fork-lift truck or palletizing shipping cases, it is important for him to replace water losses promptly to maintain peak efficiency. In heavy jobs, a worker can lose as much as 12 quarts of water in eight hours. When he loses water, his body temperature goes up, often over 100 degrees, and his heart beats faster. Under these circumstances, he tires very quickly.

According to Dr. Brouha, the secret of maintaining the worker's efficiency is to keep his body weight constant by having him drink water to replace the water he's lost. Thirst is not a reliable guide, since it usually appears quite a long time after the other body effects of water loss. The best method of increasing water consumption—before thirst—is to consume a measured amount every hour, and the best way to measure it is by drinking it out of paper cups.

Comfortable Temperature

4. *Reduce the heat load*—If you can reduce the temperature at which work is done, you can lower fatigue proportionally. Air conditioning may be one answer, but adequate fans and ducts and ventilating systems, proper insulation from sources of heat, and tools that enable a man to work far from sources of heat will also be valuable. One of the easiest changes to make may be in the clothing in which shipping workers work.

Humidity is another important factor. In Dr.

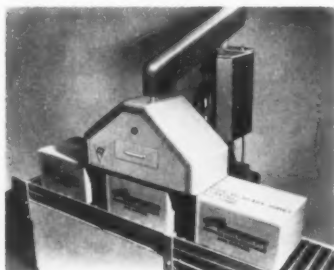
(Continued on Page 37)

NEW PRODUCTS IDEAS SERVICES

► FOR MAY, 1957

Automatic Marking Machine

Completely automatic assembly line methods are adapted in the newest marking machine developed by Ideal Stencil Machine Co. Utilizing a new power-conveyor approach, this machine eliminates stop and start operation in the marking and addressing of cartons.



Known as the "Mark V", the machine automatically positions cartons for precise area marking, holds succeeding cartons, and provides a smooth, trouble-free operation, the company stated. It can be adjusted to the production rate of any automatic packaging or sealing equipment, thus allowing for continuous flow and eliminating marking bottlenecks. Automatic adjustment to varying carton heights is also possible.

The control panel is so automatic, the company added, that it needs no operator once the machine is set for a production line run. An automatic production counter shows the number of units marked, produced or shipped. The operation is stopped when the pre-set number of pieces is reached. If and when trouble develops, a safety bar stops the machine and a panic switch instantly reverses the direction of operation. The Mark V can use various size letter stencils and standardized cartons. It marks not only the tops, but also bottoms and ends of cartons. Labor costs are reduced through the use of this machine because it replaces an average of one to four men, the company concluded.

(Check #41 on card facing Page 4).

For Pasting Labels

Some 14 models of label pasters have been added recently by Better Packages, Inc. to its line of carton closure equipment. Three categories

of label pasters—manual, electric and automatic feed—in models ranging from 4" to 18" wide, are made by the company.

Carrying the "Counterboy" trade name of the firm's gummed tape dispensers, the pasters handle ungummed labels between 1/4" and 18" wide. Glue is applied as full coverage with adjustable controlled supply or along the edge of the surface.

For certain labeling jobs where tight adhesion is a problem, electric heaters are available to keep the flexible animal glue at proper working temperatures. Each model has a patented Coating Control to regulate the amount of coating needed to eliminate warping, blisters and oozing of paste at the label edge.

(Check #42 on card facing Page 4).

Printed Label Tape

Trademarks, trade names, instructions for handling and shipping, patent numbers and routing data are some of the things that can be printed on the pressure-sensitive tapes made by Labelon Tape Company, Inc.



All of these printed tapes may be applied to the finished product at the plant, and when flatback tape is used, further instructions may be written on the tape with pen or pencil, the company stated. Labelon also prints a variety of tapes for shipping purposes with such phrases as "Air Mail," "Special Delivery" and "Fragile—Handle With Care." Being pressure-sensitive, these tapes can be stripped off cleanly. The company's Acetate Film Tape features cast-in-color that can't delaminate, fade or offset, and all tapes are precision printed, the company added.

(Check #43 on card facing Page 4).

Vacuum-Lifter

Up to 200 pounds of bulky and hard-to-handle materials can be lifted by the new Air-Lift, a portable hand model just introduced by the Materials Handling Division of International Staple and Machine Co.



As soon as the machine is placed on an object, a vacuum is created and remains sealed by means of a special gasket. To release the object, the operator presses a handy release valve. The vacuum method eliminates the need for hooks, chains and loops in enveloping the product to be lifted. The company added that an air seal can't mar, or scratch the lifted object. International also makes a complete line of pads based on the same lifting principle for capacities of 200, 600, 1,000 and 1,500 pounds.

(Check #44 on card facing Page 4).

Plastic Packaging

Exhibiting at the AMA Show in Chicago last month, the Ambassador Plastics & Manufacturing Corporation showed the first military packaging applications of molded foam styrene.

Molded foam styrene is a new material which has a high strength-to-weight ratio and superior energy absorption, the company stated. It is resistant to water, grease, fungus, rodents and salt spray, and does not cause rust or tarnish.

Among the products exhibited at the show were: Top and bottom positioning pads used by the General Electric Company to protect and position a Navy selsyn in a metal can, an APM package used by Western

(Continued on Page 25)



Should Traffic Dep't Be: "The Tail That Wags The Dog" Or "The Tail That Is Wagged"?

ONE OF THE MOST CONTROVERSIAL subjects in traffic is whether a Traffic Department is "the tail that wags the dog" or whether it is "the tail that is wagged." Most traffic men, true to their profession, feel, and quite naturally so, that the traffic department should be the tail that wags the dog, but unfortunately, find more often than not that they are the tail that is wagged.

This situation is probably true in any or all divisions of the company, but more so when it comes to traffic inasmuch as this is the last place for material to go before it becomes the property of someone else. The point which we are trying to bring out is to what extent the traffic department can go in revising systems and procedures which have repercussion throughout the plant in order to operate their own division more economically. Furthermore, trying to bring about economy in the traffic department very often entails going back through the other divisions and in most instances, economies can be brought about in these other divisions as soon as a sore spot is brought to light.

For Example . . .

We would like to cite an example of how an economy move in the traffic department resulted in economy in the purchasing, production control and accounting departments.

It all started when the head of the receiving department came to his supervisor complaining that with his present complement of personnel he could not operate his department with-

out overtime or adding additional men. The natural course to follow would be for the supervisor to either authorize overtime or to hire additional personnel. However, in this instance the supervisor felt that the operation itself should be looked into before taking the easy way out and therefore appointed a member of the traffic department staff to look into the entire receiving operation.

Initiating Action to:

- **Revise Company Systems**
- **Eliminate Duplications**
- **Promote Efficiency**

The first thing that this staff member noticed was that a large part of the receiving personnel's time was taken up in writing up receiving records. That is, when an order was received the purchase order was taken from the file and then the information was written on a receiving report. In effect, this was nothing more than copying the information already on a purchase order. Because this copying took up so much time in the receiving department the staff member then decided to go to the source which was the purchasing department. He wanted to see if additional copies of the purchase order couldn't be made up so that the receiving department would not have to copy, but could simply sign the added copies of the purchase order and send them through as they nor-

mally would have done on the receiving reports. This then would eliminate at least 60% of the work in the receiving department and would not only mean that additional personnel did not have to be added but conceivably the department could be cut down. Thus, it was obvious that an economy move could be undertaken in the traffic department.

In discussing this problem with the purchasing agent of the company many glaring examples of inefficiency were brought to light. Some of these inefficiencies were that 6 copies of the purchase order were made out at a time and distributed to six different places. One of these was in a file in the purchasing department which was directly adjacent to a file in the accounting department where the same operation was taking place. Further questioning revealed that the accounting department did not need this additional copy nor was there any sense to their having an operator filing these copies. By the same token the production control department was filing copies, again unnecessarily.

Cooperative Solution

Ultimately, the accounting, purchasing, production control, and traffic departments sat down together and thoroughly looked into the need for copies, duplicate filing, and writing up of these receiving reports. Flow charts were then drawn up which revealed a hideous maze of paperwork involved in entering and processing one purchase order. It was figured out that

(Continued on Page 29)

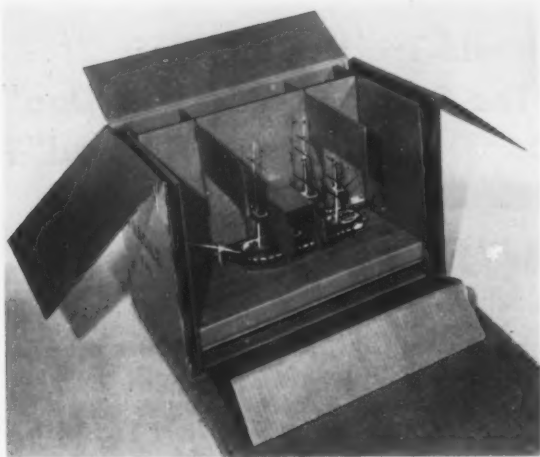


Photo & Data Courtesy Robert Gair Company

Hull of plastic model ship rests on corrugated platform, whose sides are reverse folded underneath to cushion the product.

Ingenious Arrangement Carries Fragile Ships In Corrugated

A CORRUGATED CONTAINER with ingenious interior packing solved a difficult shipping problem for Revell, Inc., of Venice, Calif., by safely transporting fully assembled plastic models of

(Continued on Page 33)

Plants Protected In Transit By Moisture-Retaining Plastic Wrap



Photo & Data Courtesy McLaurin-Angier Co.

Rosebush roots stay moist and healthy during shipment when protected by a new paper wrap coated with Tenite polyethylene. Since the polyethylene permits little or no transmission of moisture or moisture vapor, the essential dampness is held in, preventing drying out of the plants. The tough coating also gives the paper extra strength against tearing or splitting. For shipping and storing purposes, the wrap can be folded easily around plant roots and secured with twine. It is shown here, imprinted, as used to package Star-Kist rosebushes.

Container Change for Heaters Cuts Cost 20%, Ups Production

PACKAGING LINE production has been increased by 30 percent and container costs have dropped by 20 percent as a result of a shift by Hotstream Heater Company of Cleveland, Ohio, to an all-corrugated carton for shipping water heaters.



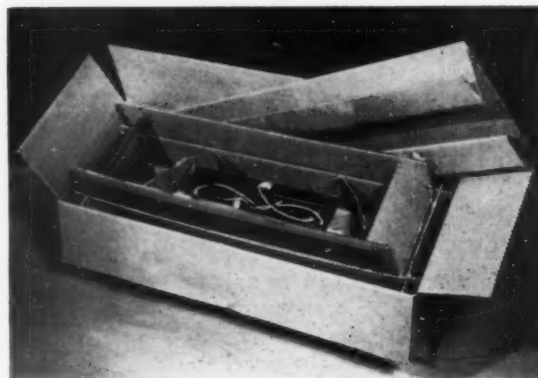
Photo and Data Courtesy, Gaylord Container Corporation Division, Crown Zellerbach.

This all-corrugated carton has increased packing production by 30 percent for manufacturer of water heater. Carton above is awaiting final closure.

Corrugated containers had been used previously in the industry, but generally with wood reinforcements. Hotstream's objective was to develop a package composed entirely of corrugated,

(Continued on Page 31)

2-Container Package Designed To Cushion Lighting Fixture

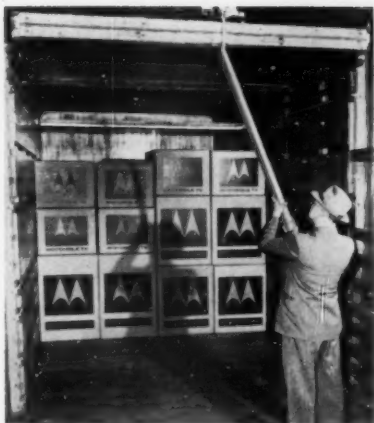


Above are inner and outer corrugated cartons for shipping two-part glass and metal lighting fixture.

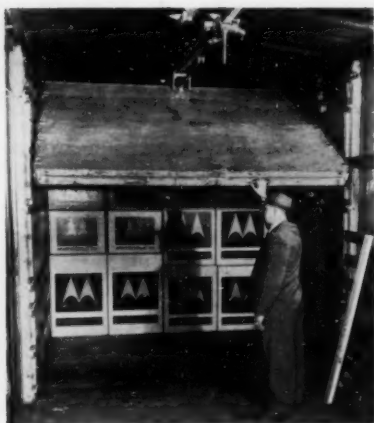
Del-Val Manufacturing Company of Philadelphia, is packaging a 2-part glass and metal lighting fixture in a specially constructed inner and outer container with several fitted inserts.

The glass cover of the fixture is inserted into an

(Continued on Page 33)



To partition freight car shipments, new automatic locking device is unlocked from track.



By means of spring-hoist mechanism, bulkhead descends automatically to floor of car.



Bottom bulkhead panel is lowered and entire bulkhead system is locked to the side rails.

New Device Partitions, Locks Rail Car Loads

A NEW FREIGHT CAR PARTITIONING and load-locking device has been developed to answer the needs of shippers of small packages of uniform size and moderate total weight. Designed to hold loads under 100,000 pounds, this device has been tested on crosscountry rail runs and has been found to provide damage-free load protection.

The Quick-Loader — a fast, easily operated spring-lock bulkhead system—was demonstrated recently at Chicago's Grand Central Station before some 200 Midwestern shippers and railroad men. It was pointed out that this loading device has succeeded in preventing damage to glassware, radios, TV sets, bakery and canned goods, chem-

icals and other commodities.

The new Quick-Loader has two bulkheads which allow dividing the load into three sections at any one-inch location throughout the car. Since the device is adjustable, the sections may be equal or not, as desired. When not in use, bulkheads are spring-hoisted to overhead metal tracks.

One man can easily operate the bulkhead system in separating and stabilizing odd lots of assorted merchandise; he guides the two bulkheads back and forth along the car on DF-type angle tracks, dropping down partitioning sections and locking them snugly against stacked loads at the desired interval.

Photo & Data Courtesy Evans Products Company.

Air-Conditioned Trucks Save 1 Day on Military Shipments

INSTALLATION OF AIR conditioning in tractor cabs is saving a full day's driving time transporting Regulus guided missiles and other urgent cargo from the Chance Vought Aircraft plant at Dallas, Texas, to Edwards Air Force Base, 100 miles northeast of Los Angeles.

Chance Vought's Manager of Traffic and Transportation, Grant Bunnell, announced that beginning in 1955 when the company equipped some of its tractor cabs with a Dallas-manufactured air conditioning unit called Frigikab, the rugged 1,443-mile, cross-country trip has been cut from five to four days. This time-saving, according to Bunnell, represents a saving alone in operational cost of between fifty and sixty dollars per trip.

"We are saving enough on purely operational costs—not figuring in depreciation—to amortize the cost of an air conditioner in about five trips to the coast," he said.

Bunnell attributed the remarkable saving in driving time to the fact that with air conditioning, drivers can remain efficient on the road for longer

(Continued on Page 36)

Air conditioning of tractor has saved one day's driving time for Chance Vought trailer carrying guided missiles.



New Air-Van Service moves houseful of furniture coast to coast—overnight!



United Air Lines and North American Van Lines team up to provide a fast, new service for "executives on the move."

Executives transferred to key cities in the U. S. and overseas can be moved lock, stock and barrel without waiting, worry or the expenses of hotel living. New, unique Air-Van Service combines the finest features of North American Van Lines and United Air Lines Air Freight.

Expert handling. North American Van Lines personnel take over the complete job of packing. Every piece is individually prepared for shipment.

Special containers. New-type Air-Van units hold up to 1200 lbs. each, travel door to door as a sealed unit.

Newest cargo planes. Giant, 300-mph DC-6A Cargoliners operate on regular overnight schedules between 12 major terminals on United Air Lines' 14,000-mile route, serve the main international gateway cities on the East and West coasts.

Reserved Air Freight guarantees that space will be available for an Air-Van shipment on a DC-6A Cargoliner leaving that night.

Next-day delivery in many areas of U. S. Air-Van Service usually means that furniture is delivered and unpacked by the time the family arrives.

Typical Air-Van Door-to-Door Rates for 4 Rooms

PHILADELPHIA to DETROIT	\$628
BOSTON to CLEVELAND	\$644
NEWARK to CHICAGO	\$702
LOS ANGELES to CHICAGO	\$1038
NEW YORK to SAN FRANCISCO	\$1306

Rates shown are for information only, are subject to change, and do not include the 3% federal tax on domestic Air Freight shipments.

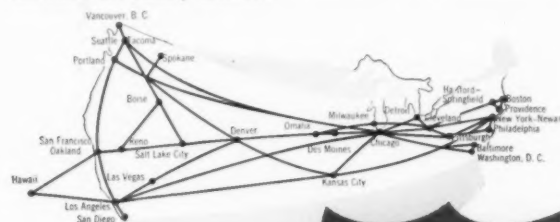
Door-to-door service

SHIP FAST...SHIP SURE...SHIP EASY

For service, information, or free Air-Van estimate, call the nearest North American Van Lines or United Air Lines representative, or write Cargo Sales Division, United Air Lines, Chicago 3, Ill.

... for more details check #5 on HELP-O-GRAM card

SHIPPING MANAGEMENT, MAY, 1957





COMBINED WITH



— and *The Air Shipper* —

Rates ★ Tariffs ★ Commodities

● ON MAY 13, ATHENS, GREECE, WILL BE ADDED as destination from New York or Boston in the **Trans World Airlines** specific commodity rates tariffs, under **Household goods and personal effects of an individual or a family making a change of residence**: (a) household goods, used, not for resale; (b) personal effects consisting of wearing apparel, cosmetics, toilet articles and articles worn by an individual, used, not for resale, when in mixed shipments with the commodity named in (a) above; (c) subject to a minimum charge of \$25. per shipment — 65¢ a lb., minimum weight per shipment 100 lbs.

OTHER RECENT ADDITIONS OR CHANGES in **TWA** tariffs include: **Newsreel and 35 mm. motion picture film, exposed, including advertising material appertaining thereto**, between New York or Boston and Cologne or Dusseldorf at 56¢ a lb., or Frankfurt at 57¢ a lb., minimum per shipment 100 lbs.

● LATEST ADDITIONS TO OR CHANGES IN the **Air France** specific commodity rates tariffs include the following: **Leather slippers**, from Mexico City to New York, 18¢ a lb., minimum 100 lbs. • **Tantalite ore**, from Cayenne, French Guiana, to Miami, 20¢ a lb., minimum 550 lbs. • **Aircraft**, not elsewhere specified, between New York/Boston and Berlin, \$1.23 per kg., minimum 45 kgs.

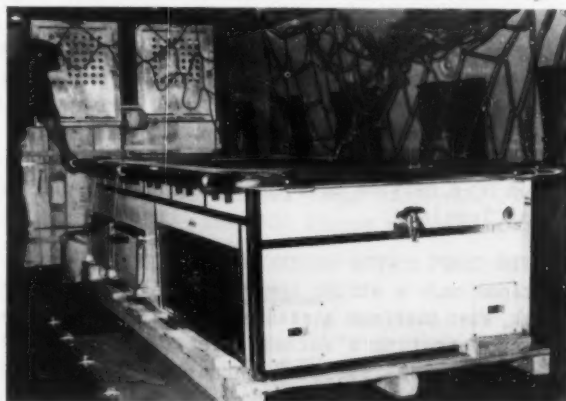
● EFFECTIVE MAY 22, THE SPECIFIC COMMODITY rates tariffs of **Branniff International Airways** will include the following from Miami to Bogota, Colombia: **Newspapers, magazines and periodicals**, 25¢ a lb., minimum weight 25 lbs.

PAYLOAD & The Air Shipper is published twice a month — once as a section of **Shipping Management** and again as a newsletter from **SM**. Lucien Zacharoff, Editor and General Manager. Address news and editorial communications intended for **Payload** to: G.P.O. Box 775, Brooklyn 1, N. Y., U. S. A. Telephone: ULster 5-2243.

Attention, Packaging Engineers!



WEIGHING 2,860 LBS., AN ELECTRIC STOVE is being loaded from a hydraulic truck at Zurich Airport onto a **Swissair** freighter bound for Ireland. Placed aboard completely unpacked except for a simple wooden cradle, the stove was installed and ready for the cooks at the Shannon airport restaurant within hours of delivery. Below it is seen positioned in the freighter.



Routes * Services * Schedules

• **FREIGHT IS CARRIED ON A RESERVED-SPACE BASIS** by **Swissair** on its recently started service from Zurich to Athens, Cairo, Karachi, Bombay, Calcutta, Bangkok, Manila, and Tokyo. Also, as previously reported, the company this week is beginning direct, nonstop service from New York to Lisbon.

• **A NEW BRUSSELS-MANCHESTER-DUBLIN SERVICE** is operated jointly by **Sabena Belgian World Airlines** and **Aer Lingus**, by the former on Tuesday and Friday, by the latter on Monday and Thursday. Dublin is the 98th port of call for Sabena which flies **Convair Metropolitans** on this route.

• **SETTING NEW RECORDS IN SCHEDULED SPEED** and freight loads, **The Flying Tiger Line** last week began to operate its new fleet of **Lockheed Super H Constellations**. The first flight left Los Angeles at 11 p.m. (PDT) and arrived in New York at 11:20 a.m. (EDT), with 42,800 lbs. of freight, completing the trip in nine hours, 20 minutes. The Super H cruises at 331 mph. Three other inaugural flights were made - from Cleveland and Detroit to Los Angeles, New York to Los Angeles, and from Los Angeles to Chicago and Cleveland. In the next few months, FTL will put in additional service between San Francisco-Oakland and the east and between the Pacific Northwest and New England, as more equipment is received.

• **IN CITIES AND SECTIONS OF THE COUNTRY** where daylight saving time is in effect, the scheduled airlines operate their flights on it. Timetables show arrivals and departures in terms of the local time systems.

• **ON JUNE 2, TWO NONSTOP DC-7 FLIGHTS** in each direction between St. Louis and New York will be started by **American Airlines**, providing faster schedules than those available now. The westbound trip, New York to St. Louis, will take three hours, 20 minutes. On the same day, AA will add a round-trip nonstop DC-6 flight between St. Louis and Dallas and round-trip one-stop DC-6 service between St. Louis and Buffalo, via Cleveland.

• **THE COMPLICATED BUSINESS OF INTERLINE** reservations made a stride toward simplification last week, when **American Airlines** and **United Air Lines** began operating a mutual teletype exchange at Chicago. Reservation information between the two carriers is now exchanged by direct teletype

transmission, reducing processing time by shortening telephone calls, and by eliminating relay through intermediate office. Booking and confirmation messages are automatically transmitted by one airline's teletypd system to the mutual exchange and thence to the other's communications equipment and to the desired city.

• **THE COLOMBIAN GOVERNMENT HAS DESIGNATED** that country's airlines which may fly to the U. S. under the air-transport agreement between the two nations. They are: **Aerovias Nacionales de Colombia** - from Colombian territory to New York and beyond in the Western Hemisphere; from Colombian territory to Miami and New York; from Colombian territory to San Juan, and beyond to Europe. **Lloyd Aereo Colombiano** - from Colombian territory to Miami. **Rutas Aereas SAM** - from Colombian territory to New Orleans. **Sociedad Aeronautica Medellin**, to carry freight and mail only - to New York and beyond in the Western Hemisphere; to Miami and New York; to New Orleans.

(Aviation Press Features)

• **ACCORDING TO AN OFFICIAL SOURCE**, there is now under study the possibility of merging the operations of airline **TACA de Venezuela** and the government airline, **Linea Aeropostal Venezolana (LAV)**, under the name of the latter. If approved, the merger may be effected this summer.

(Aviation Press Features)



Parcels & Letters

• **AIR PARCEL POST SERVICE HAS BEEN ESTABLISHED** to all **Persian Gulf Ports**, including a new British postal agency opened at Umm Said. The air parcel post rates are the same as those heretofore applicable to Bahrein only, that is, \$1.35 for the first four ounces and 75¢ for each additional four ounces or fraction. The Persian Gulf Ports comprise the British Postal Agencies at Bahrein, Kuwait, Doha (Qatar), Dubai (including Sharja), and Muscat.


• **PRINTED MATTER (BOOKS, PERIODICALS, ETC.)** may not be included in parcel post packages for **Czechoslovakia** unless the entire contents of the parcels consist of printed matter.

• **PROHIBITED IN THE MAILS TO CANADA:** All lighter fluids, even those with a flash point above 80°

Equipment Trends

● THE 500 MPH. MEDIUM-RANGE TWIN-JET TRANSPORT **Caravelle**, built by Sud Aviation Corporation in France, arrived last week at N. Y. International Airport. The visit is a part of a Western Hemisphere tour to make possible the aircraft's inspection by the press and by airlines and other interested prospective operators. The Caravelle is the fourth turbine-powered plane to be allowed to use Port of New York Authority airports. This aircraft was originally flown in Europe by Air France in cargo service. The visiting specimen is an 80-passenger version.

● ALTHOUGH ONLY ON TEST FLIGHTS, THE U. S. AIR Force's Lockheed-built propjet C-130 transport has been performing actual logistic missions, moving more cargo and moving it faster than the currently operational military air freighters. It has carried great payloads from American bases to or from England, France, Germany, North Africa, Greece, and to Panama at 357 mph. The C-130 will be delivered to the Air Force as an operational aircraft later this year. Last Monday (May 6) it was disclosed that one secret of its effectiveness is that it has flown on its test missions at altitudes of 25,000 and 26,000 ft., avoiding unfavorable weather and heavy traffic. It has also distinguished itself in tests under the rugged Alaskan conditions of snow, ice and frigid temperatures. In the Arctic it was being tested as a supply ship and aerial hospital.

ALSO, THE C-130, GROSSING 111,000 LBS., was equipped with skis to land and take off at Lake Bemidji, Minn., the heaviest aircraft ever to do so on ice and snow. See the photo below. 



● TWO MORE LOCKHEED 1049H TRANSPORTS have been ordered by The Flying Tiger Line, for delivery in May and June. They will bring the FTL new Super Constellation fleet to a total of 12. Convertible from cargo to passenger accommodations, the planes will be assigned to freight operations. FTL President Robert L. Peescott has said that

Traffic Statistics

● SOME 6,120,000 TON MILES OF CARGO WERE CARRIED across the Atlantic in the first four months of 1957 by Pan American World Airways, a 14% gain over the same 1956 months.

● THE REPORT ON OPERATIONS FOR 1956, just released by the Port of Seattle, shows that the **Seattle-Tacoma International Airport** it owns and operates handled 17,549 tons of freight and express and 9,436 tons of mail during the year. The figures were 1,297 and 798 tons higher, respectively, than those for 1955.

● STATISTICS ON THE INCREASING TRAFFIC controlled by the Civil Aeronautics Administration along its airways and at airports during the calendar year 1956 are given in the publication '**Federal Airways Air Traffic Activity**', now on sale at the U. S. Department of Commerce at 50¢ a copy. Aircraft operations (landings and takeoffs) reported by CAA traffic control towers for 1956 totaled 22,046,000, a gain of 13% over the preceding year. The figures for the 10 leading airport towers in terms of both total operations and air carrier plus itinerant operations were: Chicago (Midway) - 372,177; Miami - 336,228; Los Angeles (International) - 290,544; New York (La Guardia) - 281,964; Denver - 280,293; Atlanta - 273,708; Charleston, S. C. - 268,930; Dallas - 258,972; Washington, D. C. - 257,762; Phoenix - 252,348.

● THE 1957 EDITION OF '**AIR TRANSPORT FACTS and Figures**', prepared by Air Transport Association of America, shows, among other data, that 1956 ton miles were 434,256,000 for freight, 52,278,000 for express, and 152,098 for mail. The publication discloses that the all-cargo airlines in 1956 carried 13.3% more traffic than they did during the preceding year. Available ton miles of the all-cargo carriers rose to 284,512 in 1956. Their charter business, 42% of the total revenue ton miles flown, increased by 242% over 1955.

● MORE THAN 60,522,000 LBS. OF FREIGHT were flown into and out of **Schiphol Airport** (near Amsterdam, Holland) during 1956. The 1955 figure was somewhat over 52,516,000 lbs.



this type can carry a 33-1/3% bigger load, fly it cheaper 'and get it there quicker than its nearest competition'.

People & Places

● **APPOINTED AS COMMERCIAL PLANNING OFFICER** for the **British Overseas Airways Corp.** in its New York commercial planning and tariffs department: **Desmond K. Bungey**. Transferred to Washington, D. C.: **Harry G. Bishop**, senior sales representative.

● **IN CHARGE OF THE NEW HARTFORD, CONN., OFFICE** of **Air France**, in Room 311, Aetna Building, 18 Asylum St.: **Marguerite Lemarchand**.

● **ELECTED TO THE BOARD OF DIRECTORS** of **Allegheny Airlines**: **Charles F. Bidelspacher, Jr.** Other board members and officers have been reelected.

● **PROMOTED TO ASSISTANT MANAGER**, Latin American Division, **Pan American World Airways**: **William F. Raven**.

● **REORGANIZATION OF MARKETING AND TECHNICAL** departments of **KLM Royal Dutch Airlines** in this country and of its regional district sales organization throughout the U. S. has resulted in the following appointments, promotions or transfers of special interest to readers of this publication: **A. C. Koreman**, regional chief in charge of the Northeastern region, comprising the districts of Boston, Syracuse, Philadelphia, and Greater New York; **Charles L. Bulterman**, in charge of the Midwestern region, comprising the districts of Cleveland, Pittsburgh, Detroit, Chicago, Cincinnati, Milwaukee, and Minneapolis; **Eric Versteegh**, assuming responsibility for the Denver office, in charge of Colorado, Utah, Wyoming, and parts of Idaho and Nevada; **Jack Barbour**, district manager, New Orleans; **Stephen Meyers**, district manager, Pittsburgh. Named bureau chiefs: **B. J. Cornelisse**, market research and commercial planning; **D. Ket**, traffic.

● **APPOINTED CHAIRMAN OF THE PUBLIC AFFAIRS** Committee of the **Air Transport Association**: **John A. (Jack) Smith**.

● **NEW MANAGER IN GUAYAQUIL, ECUADOR**, for **Braniff International Airways**: **Tom McBride**.

● **NEW DIRECTOR OF PRESS RELATIONS** for **Northwest Orient Airlines**: **Robert J. Doyle**.

● **NAMED STATION MANAGER IN NORFOLK** for **Riddle Airlines**: **Herbert L. Garrison**.

● **THE PERUVIAN GOVERNMENT LAST WEEK HONORED** **Chas. E. Beard**, president, **Braniff International Airways**, with the decoration **Orden del Merito**, in recognition of services to civil aviation in uniting Peru more closely with other Latin American republics and with the United States.

● **APPOINTED DIRECTOR OF PERSONNEL** for **Slick Airways**: **Thomas D. Toberty**.

Financial Intelligence

● **THE FIRST THREE MONTHS OF 1957 WERE THE BEST** financial first quarter in five years for **Seaboard & Western Airlines**, President **Raymond A. Norden** told the stockholders' annual meeting. Profits will be substantially in excess of the first quarter of 1956. Military traffic, which had provided 65% of the revenues during 1956, accounted for only 10% of revenues in the first 1957 quarter. Total revenues in the 1957 and 1956 first quarters were, respectively, \$4,800,000 and \$3,606,000. Transatlantic freight over **S&WA** during the first quarter of 1957 rose 79%.

● **ITS CONSOLIDATED SALES FOR THE QUARTER** ended March 31, 1957, amounted to \$76,645,222, it has been announced by **Republic Aviation Corporation**. Net income after federal and foreign taxes was \$1,776,738 or \$1.21 a share on the 1,472,013 shares of common stock outstanding at the end of the period. This compared with 1956 sales of \$81,798,731 and net income after taxes of \$2,129,663 or \$1.45 a share on the same number of shares at the end of that period. The taxes in the first quarter of this year and last year were, respectively, \$1,881,019 and \$2,391,523. As of March 31, 1957, the backlog of orders including letters of contract totaled \$177,000,000.

● **A NET INCOME FOR THE FIRST 1957 QUARTER** of \$117,396, equivalent to 17¢ a common share, has been reported by **Emery Air Freight Corporation**. It compares with \$114,786 or 17¢ a share in the corresponding 1956 period. Gross revenue was \$2,216,487, an increase of 7% over the first quarter of last year. President **John C. Emery** said the outlook for the second quarter is favorable. With the international service on an earning basis and showing good month-to-month increases in volume, and with the domestic operation going forward, a satisfactory year is anticipated. Emery has shown growth in revenue and net income each year except one.

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DEPENDABILITY



A typical 100 lb. shipment from New York to Chicago costs only \$7.50 . . . from Chicago to San Francisco only \$18.80.

with the greatest dependability in airfreight, American serves traffic managers better than any other airline!

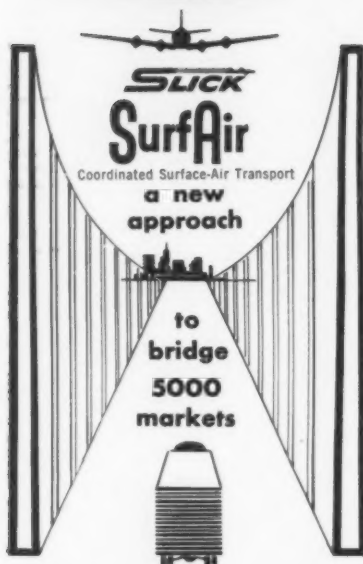
Specify American Airlines Airfreight—the carrier that offers the best assurance of expert handling and on-time deliveries. American offers this greater dependability because American leads all other airlines in experience, capacity, coverage of key cities and frequency of schedules.

AMERICAN AIRLINES AIRFREIGHT

—flies more freight than any other airline in the world

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AIRFREIGHT SPEED for OFF-LINE CITIES

Slick Airways launches its SurfAir program of coordinated surface-air transport to bring shippers fast, low cost cargo service to or from off-line cities. A network of SurfAir participating carriers connects Slick's 28 domestic stations to 5,000 markets that have never had direct air cargo service before.

Off-line shippers call their local SurfAir carrier for pickup. He reserves cargo space and delivers to nearest Slick airfield. Slick flies the cargo to airport city nearest destination where another SurfAir participating carrier delivers to consignee's door.

This complete cargo service is performed on a one-call, one-bill, one-responsibility basis. Get the facts today... call or write for details on the SurfAir program.

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NEWS- PROMOTIONS

of companies and associations

AMERICAN AIRLINES' Board of Directors elected Shepard Spink, VP, Merchandising, according to announcement by Charles R. Speers, Sr. VP, Sales.



SHEPARD SPINK

Spink will be responsible for the airline's advertising program. Most recently, he was VP and advertising dir., Crowell-Collier Publishing Co. Previously, he was advertising mgr., Time magazine, and advertising dir., Life magazine.

EXECUTIVE CHANGES: Acme Steel Company announced appointments of Bartlett Richards as VP, Presidential ass't, Harry R. Sanow, VP, Riverdale, Ill. operations, and Joseph H. Myers, general superintendent, Riverdale.

OWENS-ILLINOIS GLASS CO. appointed: Lester R. Edwards, VP general mgr., National Container Corp. (new O-I subsidiary) . . . George J. Schneider, exec. VP, general mgr., National Container of California. . . . C. G. McLaren, VP, Mills Division, general mgr., mills and woodlands operations in Wisconsin, Virginia, Georgia, Florida, Bahamas. . . . John D. Northup, VP, Mill Division, in charge of sales, production for division. . . . F. W. Wallis, general production mgr., corrugated box operations. . . . A. F. Carroll, general mgr., Multiwall Bag Division.

ELECTED: J. C. Iselin, general chairman, Trans-Missouri Shippers Board. Group held 112th regular meeting March 28, St. Louis. Iselin, GTM, Wood Treating Chemicals Co., is past pres., Mar-Car Transportation Club, St. Louis. Other new officers: Alternate chairman, Paul Asche, traffic sup'v'r., ACT Div., Westinghouse Electric Mfg. Co.; vice chairman,

J. E. Venn, TM, Lily Tulip Cup Corp.; general sec'y, Lee K. Mathews, traffic commissioner, St. Louis Chamber of Commerce.

APPOINTED: J. R. "Dick" Finn as Chicago Regional Manager, Industrial sales, American Sisalkraft Corporation. H. H. Deputy, industrial sales mgr., said Finn will handle merchandising and sales of new "Fibreen Line" of packaging papers . . . Ernest N. Stephens, district sales mgr., Plymouth, Mich., Gair Fibre Drum and Corrugated Box Division, Continental Can Co. . . . Robert Groner, Jr., western district general mgr., Gair Fibre Drum, with headquarters in Cleveland, O.



J. R. FINN

Martin Whitten, general mgr., Arrow Freight Forwarders. Formerly, he was chief traffic officer, Eastern District, Air Material Command, and eastern supervisor, Lifschultz Fast Freight. . . . C. L. Ruckman, branch mgr., Monticello, U., Pacific Inter-mountain Express. . . . E. C. Griepengerl, Eastern regional dir., SIPMHE. Serving as sales mgr., Packaging Industries, Inc., Griepengerl helped found SIPMHE chapters at Los Angeles, Baltimore, Md., and Harrisburg, Pa. . . . A. M. Lownsbury (VP, Railway Warehouses, Inc.), and C. Lippman (Columbia Geneva Division, U. S. Steel) SIPMHE regional directors, mid-continent and western areas, respectively.

NEW TERMINAL: Republic Car-loading opened brand-new terminal building recently in New Jersey Cen-

tral Railroad's Metropolitan Freight Station at Elizabethport, N. J. Terminal has back-in space for 50 trucks, trackage facilities for 27 rail-cars. Republic to handle LCL shipments here to rest of country.

FRUEHAUF TRAILER COMPANY announced the retirement recently of N. A. Carter, Sr., vice-president for the last five years. He founded the Carter Manufacturing Co., which later merged with Fruehauf.



N. A. CARTER

NEW ENGLAND SHIPPERS ADVISORY BOARD re-elected William H. Day general chairman at its annual meeting, Mar. 21, Boston. Day is mgr., Greater Boston Chamber of Commerce. Other new officers: Robert L. Travis, TM, S. D. Warren Company, vice general chairman; and H. J. Rogers, traffic dir., Heublein, Inc., general secretary.



W. STANHAUS

C. VERNON

MERGED: Spector Freight System, Inc. and Mid-States Freight Lines, Inc. Agreement reached April 1 after ICC approval in January. New company known as Spector-Mid States. W. Stanhaus of Spector is Pres.; Cecil Vernon of Mid-States is Exec. VP. New line has 3500 pieces of equipment and is operating in 48 states.

Verne J. Greene, director of sales for Denver-Chicago Trucking Co., reported appointments of Roy Bartlett to Denver office sales staff and of Russell L. Lindenbaum as Northern California sales rep.

MEN — METHODS — MATERIALS

BILBO SHOULD'A KNOWN NOTHIN' CAN GET OUT OF A BOX SEALED WITH RED STREAK SEALING TAPE

RED STREAK SEALING TAPE

Strong and tough, Red Streak can do a superb job of sealing boxes . . . so tightly that dust, dirt and moisture will not get in . . . no other form of closure offers so much for so little

The Brown-Bridge Mills, Inc., Troy, Ohio

NEW YORK, 6 E. 45th St. • CHICAGO, 608 S. Dearborn • ST. LOUIS, 4378 Lindell Blvd.
PHILADELPHIA, 315 Clwyd Road, Bala-Cynwyd, Pa. • FT. WORTH, 2416 Cullen St.
SAN FRANCISCO, 420 Market St.

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New Products

(Continued from Page 14)

Electric Company to protect a fragile electronics tube, a protective in-plant materials-handling tray which is stacked and taped to form a light weight shipping unit, and a goblet mailer which can be mailed without the need for any other padding on the inside or protection on the outside.

(Check #45 on card facing Page 4).

Portable Air Tool

Easy portability is the chief feature of a new air nailer, known as the Cal-

wire Cyclamatic and made by California Wire Products Company, Inc.



The piston is automatically returned by air without loss of pressure, the

Proved in use!

CUSTOM PACKAGING, INC.

SAVES TIME and MONEY with the remarkable

New **LEZAM[®] GLUER**

From every section of the country, satisfied users write to praise the amazing efficiency and economy, the overall superiority of the Lezam gluing method. Here, for example, is a typical letter from Custom Packaging, Inc., Newark, N. J.:

"We have been using the Lezam Gluer in our plant and find it a considerable improvement over previous sealing methods. Not only does the Lezam reduce costs in our shipping room but it actually saves a great deal of time. The Lezam glue dispenser is light and easy to handle . . . makes a neater, more secure package."

John Garvey,
Custom Packaging, Inc.
Newark, N. J.



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\$39.50

LEZAM GLUER

is portable, easy to use . . . cuts
your sealing time in half . . . cuts
your sealing costs 80%! Prove these
facts in your own plant. Write, wire
or phone today!

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INVITED.**

EVER-SEAL GLUES, INC.

520 Fifth Avenue, New York 36, N.Y. MU 7-8799

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company stated. This stapler can operate at a top rate of 350 cycles per minute. Nails up to two inches with a single stroke in hardwood and industrial staples up to 14-gauge can be used.

(Check #46 on card facing Page 4).

Steel Strapping Machine

Up to 24 ties per minute can be made by the new automatic round steel strapping machine which was introduced this month by the Gerrard Steel Strapping Division, U. S. Steel Corporation.

Model 12 requires only 1½ square

feet of floor space, the company stated. It can tie packages ranging from 2" high by 8" wide to 20" x 26". One of the chief features of this machine is a built-in system which lubricates all working parts by merely pulling a lever. Tension can be predetermined by a spring adjustment. The new model uses from 14 to 18 gauge round steel strapping.

(Check #47 on card facing Page 4).

Rail Car Liner

Railroad box car walls and shipments stacked within the cars can be protected from impact and damage by

means of Conolite freight car liner, a factory-finished laminate of polyester resin and glass cloth, made by Continental Can Company.

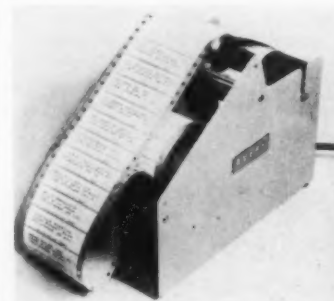


High mechanical strength, impact resistance, chemical inertness and impermeability were claimed for the product by company officials. They added that per unit of weight, Conolite is four times stronger than steel. Splintering, cracking and rupture of wooden interiors is greatly reduced when using the new liner.

(Check #48 on card facing Page 4).

Self-Sealing Label

Self-adhesive pressure-sensitive labels have been introduced by Avery Adhesive Label Corp. for use in addressing and identification.



Known as Tabulabel, this label is designed for use with tabulating machines. Provided in several stock sizes and in roll form with special perforated backing tape for easy feeding, the labels cling tightly without peeling or popping, the company stated. The rolls are easy to handle and can be rewound on an electric unit, the firm added. Although they're not essential to the operation, electric dispersers are made by the same firm.

(Check #49 on card facing Page 4).

New Literature

Routing information for shipments to Western Canada is contained in a four-page folder published by the Western Region of Consolidated Freightways, Inc. This folder supplements CF's export documentation guide, "How to Prepare Your Ship-

ments to Canada," which was published last year and received a first place award for motor carrier literature in an annual contest sponsored by the American Trucking Association. Both the folder and the documentation guide are available free.

(Check #50 on card facing Page 4).

"Just What You're Looking For" is the title of a new guide to shipping label design, published by Allen Hollender Company. Included in the guide is a selection of the most commonly used Able Cautions labels such as "Keep From Freezing," and "Fragile—Glass—Handle With Care." The guide states that on the basis of actual studies, the use of appropriate labels, has been found to reduce lost, delayed and damaged shipments. A series of demonstration kits is described and illustrated.

(Check #51 on card facing Page 4).

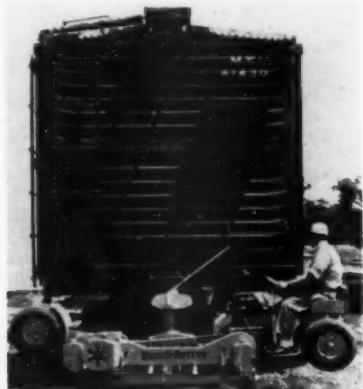
Yale & Towne Manufacturing Company tells the story of its Push-Pull Loader with Integral Sideshift in a new bulletin issued recently. The equipment is used for palletless handling. The company also published a catalog on its roller chain and link chain Pul-Lifts.

(Check #52 on card facing Page 4).

Rail Car Switcher

Important changes in the Hemo-Motive, a roadable type rail car switcher, are announced by Hemo Manufacturing, Inc.

This switcher utilizes the box car's weight through weight transfer to obtain traction. It is equipped with a coupler that gives positive connection with the rail car. Another improvement is fluid drive which relieves the operator of tricky coordination usually required to start heavy loads.



The fluid drive also saves the power train from sudden shock load. The Hemo-Motive develops a draw bar

SHORT RUNS MADE AT MASS-PRODUCTION COST

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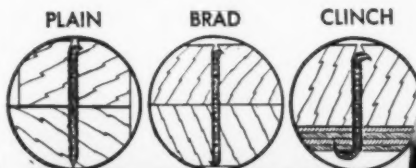
Speed Production of

**SKIDS
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Makes and drives its own nails in accurate lengths up to 2 3/4 inches, as fast as 3 NAILS A SECOND. Auto-Nailer nails stay put... won't back out.

Multiple installations may be used with single or multiple remote control. Hurricane drive eliminates splitting. Controlled depth drive; controlled countersink.

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CATALOG
FREE

pull of 7400 pounds, which under average conditions, is sufficient to propel three fully-loaded cars.

(Check #53 on card facing Page 4).

on a single eight-hour shift operation of 313 days a year.

(Check #54 on card facing Page 4).

Gas vs. Electric Trucks

Of interest to both users and prospective users of fork trucks is a new folder on fork trucks, entitled "The Gas vs. Electric Question," published by Lewis-Shepard Products, Inc.

This folder gives the yearly cost comparison of depreciation, maintenance and power costs between the two types of fork lifts. The cost comparison of these three items is based

Packing A Punch

(Continued from Page 6)

in the first two quarters of the year of 7.9 percent and 5.6 percent respectively over the corresponding quarters of 1955. The ATA agency got its figures from an operations survey of 1929 Class I intercity motor carriers. These operators transported 291,178, 873 tons of intercity freight during 1956 compared with 282,259,180 tons in 1955.

Cut Costs...

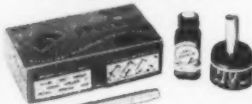
INCREASE SHIPPING DEPARTMENT EFFICIENCY...

WITH SPEEDRY PRODUCTS

SOLVE YOUR MARKING,
STENCILING, STAMPING
PROBLEMS!

Speedry's patented "Capac" capillary action guarantees steady flow of ink. No filling! No lose ink! No mess! Speedry inks are instant dry, water-proof, write on any surface!

SPEEDRY Brushpen Kit #708



For general marking, addressing. Aluminum Brushpen, Automatic ink container keeps pen ready for use.

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SPEEDRY Stenciler, Jr. Model #C-71



For shipping, packing, signs. Won't tear stencil letter. Yields 4,000-5,000 impressions.

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SPEEDRY Stamp-O-Mat



Super-supply of ink. Ideal for every stamping need. Releases only enough ink for job. No valves. No moving parts. Simple, automatic, reliable.

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Contact our Technical
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APPOINTED: Harold Freilich, chairman, traffic & transportation comm., Bloomfield (NJ) Chamber of Commerce. He is manager, Lifschultz Fast Freight terminal, Bloomfield...



HAROLD FREILICH

Edwin A. Olson, gen. mgr., traffic & warehousing, Libby, McNeill & Libby. . . . John S. Boidock, GTM, Pharmaceuticals, Inc. Formerly was TM, E. R. Squibb & Sons, administrative ass't to ass't VP, transportation, Olin Mathieson Chemical Corp. . . .

SOCIAL AFFAIRS: Los Angeles Transportation Club planning luncheon in observance of World Trade Week, May 21. . . . Metropolitan Traffic Association of N. Y. held 31st annual banquet May 1 at Hotel Commodore, N. Y. John P. Fitzpatrick directed arrangements with aid of James R. Allen and Alexander C. Foyle, co-chairmen. . . . Amateur boxing bouts featured Hudson County (N. J.) Traffic Club's annual motor carrier night program April 23. Full-course Italian dinner was served. J. Brignola chaired arrangements.

PACIFIC TRAFFIC ASSOCIATION has scheduled program, devoted to freight forwarders, customs brokers, airlines for June 11. Planning committee comprises: Chairman, Rudy B. Enberg, TM, J. E. Lowden Co.; vice chairman, Samuel T. Genet, VP, Pacific Coast Div., National Carloading Co.; vice chairman, Douglas Stark, district mgr., American Airlines.

SPEAKERS: Walter Cabot, traffic dir., Johnson & Johnson, on "Value of the TM" at meeting Mar. 28 of Trenton, N. J. Chapter 38, Delta Nu Alpha. . . . Joseph S. Wilson, GTM, Sunshine Biscuits, Inc., chairman Loss & Dam-

age.

Airline Kicks Off Drive At First Sales Conference



Air Express International's "7-11 in 57" sales campaign got its official kick-off recently at the company's first annual general sales conference. In AEI language, 7 represents the goal of seven million pounds of international air cargo, and 11 stands for the number of district offices participating in the campaign.

Seated (from left to right): Joseph Santarelli, import manager; Donald Haire, sales representative, Chicago; Roger Kolda, regional manager for the West Coast; Richard Sellentin, district manager, Los Angeles; Mario Furnari, southern regional manager; Robert S. Johnstone, secretary and assistant treasurer; Fred Hayes, district manager, Newark; Robert Landsman, personnel director; Joseph Berg, district manager, Philadelphia; Frank Lucera, and Donald Cassidy, sales representatives.

Standing (from left to right): Keith Atwood, senior sales supervisor, Chicago; Tiburcio Hernandez, district manager, Houston; M. A. Hillias, district manager, New York; Arthur Stephenson, district sales manager, Miami; William Moran, and Charles Bilella, sales representatives; George Weenan, district manager, Detroit; President Charles L. Gallo; Fred Hipp, director of customer relations; John McCormick, district manager, New Orleans; Hunt Laffey, district manager, Chicago; Stanley Ver Nooy, general traffic manager; Alvin B. Beck, vice-president; Shelby Merrill, general sales manager.

age Prevention Committee, Atlantic States Shippers Advisory Board, at "Perfect Shipping" meeting April 11 of Metropolitan NY Traffic Ass'n.

"LISTEN MR."

(Continued from Page 15)

on the basis of the current operation this filing and processing cost the company in the vicinity of \$15 per order.

Further statistics were also brought to light which revealed such things as the percentage of orders placed ranging in value from 0 to \$10, \$10 to \$20, etc. It was shown that 37% of all orders placed were under \$10, yet our processing cost us \$15. It was revealed that, probably, manpower cutbacks could be accomplished in not only the traffic department but also accounting, production control, and purchasing departments. Of interest also was the fact that to enter and receive one order, 13 separate pieces of paper were involved. Before the analysis was completed it was obvious to all that a second "government" operation was taking place which was proving very costly to the company as a whole.

Joint Meetings

Now that this has been brought to light, joint meetings are being held in an effort to drastically reduce the mechanics of placing purchase orders. Needless to say, it goes deeper than we have outlined here. But for the sake of brevity we are trying to bring out only the pertinent points in an effort to show how one small move on the part of the traffic department can conceivably result in an overall saving to many other divisions of the company. In these instances, one might say that it is the tail that wags the dogs.

We should state further that this is one of the hidden responsibilities of a traffic department inasmuch as they will receive no credit for having instigated the analysis or bringing about the

Cash in on these Opportunities for Men Trained in Traffic and Transportation

Business needs traffic-trained men—executives skilled in the technique of traffic and transportation. The man who knows—who is able to answer questions on how to ship, on rates, tariffs, laws and regulations—business rewards liberally.

This can spell opportunity for you, as it has for hundreds of today's traffic men who followed LaSalle's *Problem Method* of Traffic and Transportation training. LaSalle traffic training has been formulated by experienced traffic men—is recognized as an authoritative guide to traffic careers. Here's why—

You Learn By Doing

Suppose it were your privilege every day to sit in conference with an expert traffic manager. Suppose every day he were to lay before you in systematic order the various problems he is compelled to solve, and explained the principles by which he solves them. Suppose that one by one you were to work those problems out—returning to him every day for counsel and assistance.

Granted that privilege, surely your advancement would be far faster than that of the man who is compelled to pick up his knowledge

Please send me your free booklet about Traffic and Transportation and your Training.

Name

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by study of theory alone.

Under the LaSalle *Problem Method* you pursue, to all intents and purposes, that identical plan. You advance by solving problems—learn by doing.

And—instead of having at your command the counsel of a single individual, one traffic expert—you have back of you the organized experience of a great business training institution.

Thus—you are trained in the solving of the very problems you must face as a traffic executive.

The training is based on texts, problem sheets, and practical material which has been compiled

and reviewed by 175 of the country's leading traffic executives. Constantly it is improved—constantly it incorporates the newest and best practice.

Men just like you are advancing rapidly—earning more money with the aid of LaSalle. You can, too, and the first step is to mail this coupon—today.

Get all the facts. Let us send you a copy of our FREE book describing the opportunities in Traffic and Transportation. Don't delay—it can be the turning point in your career to a better job and more money. Fill in the coupon and mail NOW!



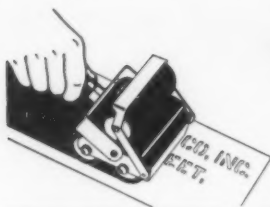
moves. It was started strictly as a self-preservation method and fortunately had a happy ending for many other divisions.

Traffic Dept. Must Lead

Examples very similar to this are common in any traffic operation. Needless to say, it is a very uncommon occurrence when some other division manager comes up with a plan which will

reduce costs in a traffic department. More often than not, it is the traffic department which indicates the cost savings only because they themselves are trying to reduce their own departmental costs.

It goes without saying that regardless of who does the wagging the traffic department remains the unsung champion of many economy moves provided that it is progressive.



THE NEW **ROLL-A-STENCIL** PATENT PENDING

NOW YOU CAN HAVE THE PERFECT COMBINATION OF LARGE EASY TO READ STENCIL MARKING AND LIGHTNING-FAST APPLICATION DIRECTLY TO SHIPPING CONTAINER!

DESIGNED for faster stenciling on corrugated cartons, smooth wood boxes and all other smooth porous surfaces.

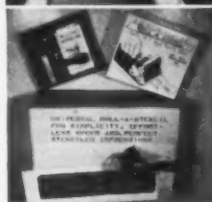


• **TWIN ROLLERS**
smoothly roll on perfect impressions in one rapid stroke **3 TIMES FASTER** than brushing or spraying

• **ADVANCED DESIGN**
with self contained ink roller holds enough ink to stencil 500 to 1000 impressions on one inking.

• **LIGHT-WEIGHT**
Convenient to carry around.

• **"ROLL-A-STENCIL" INK** now available in colors.



Shipping departments welcome this completely new and faster method. Order your set today on a money back guarantee. Set shown includes pint can of black ink and pouring spout. **\$10.50 plus postage**

THE Ideal TRADE MARK

• America's first and finest Fountain Stencil Brush

• Use for stenciling rough or uneven surfaces - crate wood, burlap, cloth, concrete, etc. and all general purpose stenciling.

• Sturdy, all brass machined parts.

THE STAR MARKER TRADE MARK

An indispensable felt tip fountain marker for all purpose marking on any surface.

Use for:

- ★ Marking Shipments
- ★ Marking stock
- ★ Printing notices
- ★ marking on metal, glass, plastics, etc.

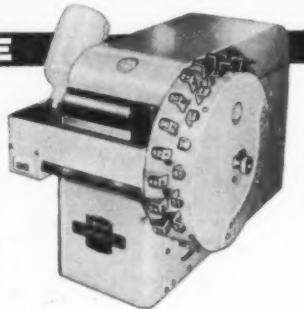
Write today for complete catalog and literature on these time tested products.

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with an IDEAL 200E Electric CLIP-A-TAPE

Are old-fashioned "guess and mess" taping methods gumming up the works in your plant? Then get the gummed tape length you want (accurately measured and cut from 3" to 105") when you want it (instant-acting selectomatic keyboard) without waste . . . complete moistening with thermostatically controlled heated water . . . just the right amount of water to give proper moistening for proper sealing. Will cleanly cut all gummed tapes, even reinforced or cloth tapes up to 4" wide.



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Rails to Spend \$1.3 Billion in '57 For New Cars—Megee of AAR

INDICATIONS ARE that the capital expenditures of the nation's Class I railroads this year will equal or exceed the \$1.3 billion spent on equipment and rolling stock in 1956, a railroad official reported recently.

Caleb R. Megee, vice chairman of the Car Service Division, Association of American Railroads, told the New England Shippers Advisory Board at its annual meeting March 21 that this would be the 11th consecutive year during which the average capital expenditures of the railroads have exceeded \$1 billion annually.

Turning to the current freight car supply, Mr. Megee said that the railroads are in better position than a year ago by reason of a substantial reduction in bad order cars and an increase in the output of new cars. He pointed out that as of March 1 there were about 24,000 more serviceable freight cars available for loading than on the same date in 1956, adding that for the first two months of this year 15,200 new cars were received from builders. The railroads also added 240 diesel locomotive units in the 60-day period.

Shippers Boards See Carloading Gains

Loading of revenue freight in the second quarter of 1957 will be approximately on the same level as in the same period last year, according to estimates compiled by the 13 regional Shippers Advisory Boards and made public recently.

On the basis of those estimates, freight carloadings of the 32 principal commodities in the second quarter this year will be 7,789,641 cars compared with 7,758,785 cars in the second quarter of 1956, or an increase of four-tenths of one percent. Nine of the 13 Shippers Advisory Boards estimated an increase in the second quarter this year above one year ago, while four estimated reductions.

Railroads Spend 24 Million Freight Car-Days a Year For Cleaning

IN ANY BUSINESS VENTURE, the sum of \$110 million is a lot of money—which is what it costs the nation's railroads annually to clean out freight cars. About half of this expense is caused by cars left in dirty condition by receivers of freight, while the remainder is a necessary part of the operation of the railroads in preparing cars to make them suitable for the various types of commodities to be loaded.

Railroad representatives strengthen their arguments for complete unloading of cars by pointing to the loss of car-days in transportation service which results whenever cleaning operations are required. Using the yardstick of a three-day loss per car in moving to, over and from cleaning tracks, the Association of American Railroads estimates an annual loss to the railroads of 24 million freight car-days—enough to provide, at a 16-day turn-around, for the weekly loading and handling of 28,846 more cars of freight.

Shippers Boards Direct Drive

For the past two years, the National Joint Clean Car Committee, a joint agency of the National Association of Shippers Advisory Boards and the Association of American Railroads, has been conducting a vigorous campaign to have receivers clean up dirty cars after unloading. Clean car checks have been made locally by the 13 regional advisory boards and have been followed up by re-checks with personal contact by railroad representatives. As a result, receivers have been paying increasing attention to this problem.

In a summary of activities just released by the Committee for the period of March, 1955 through September 15, 1956 the percentage of unclean cars released by consignees, as developed in 28 communities where re-checks were made, showed a reduction from 17.6 per cent during the original checks to 12.7 per cent. This drop of approximately 28 per cent in the proportion of unclean cars to total cars released is indicative of the steady improvement being made under the joint plan of shipper-carrier cooperation.

Container Change Cuts Costs

(Continued from Page 16)

including the top and bottom pads. The firm has found that in its new containers, the corrugated pads hold the heaters firmly in place and cushion out impacts. The change has also permitted a 20 percent gain in storage area capacity.

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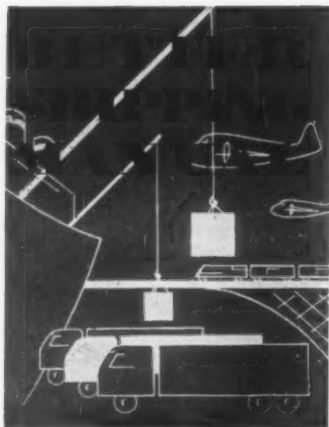
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Book Reviews

N. Y. Port Symposium

THE FULL PROCEEDINGS of the "New York Symposium on Increasing Port Efficiency," conducted by the United States National Committee of the International Cargo Handling Coordination Association last November 28-30 at Pace College, were released recently in a special 68-page issue of the Association's Journal.

Papers By 12 Experts

The publication contains papers by twelve prominent port experts including representatives of The Port of New York Authority, the New York City Department of Marine and Aviation, and railroad, trucking and stevedoring firms, as well as port engineering firms and military transportation men. The papers and related discussions cover such problems as over-all port planning, railroad and trucking operations, cargo insurance, ship turnaround and cargo handling techniques. Consolidation of railroad marine equipment, establishment of a railroad belt line, equipment for handling cargo at the rate of a ton a minute, and a portwide truck control system were a few of the many provocative ideas advanced.

The special issue can be obtained for \$2.00 from the Secretary of ICHCA, at the Maritime Exchange, 80 Broad Street, New York.

On Closure Methods

IMPORTANT BASIC INFORMATION for shipping and traffic managers on the various methods of closure of fibreboard containers is given in a new two-color booklet, entitled, "A Guide to Better Closures," just published by Acme Steel Company.

This booklet is intended as a guide for the evaluation of methods currently in use to effect economies and stepped-up production in the closure of fibreboard boxes. It contains a collection of reliable facts which have been abstracted from user surveys, published works and manufacturers' statements. Such closure methods as hand and machine gluing, taping, stapling and wire-stitching are discussed in detail along with the advantages and disadvantages of each. The basic rules for sealing of regular slotted containers are quoted from Uniform Freight Classification Number 3, Rule 41, Section 7. Copies of the booklet are available free of charge from the company.

2-Container Package

(Continued from Page 16)

accordian-folded sheet of corrugated which is then extended the length of the inner container, thereby floating the glass inside the package. This sheet is die-cut to fit the contours of the glass exactly. The top rim of the sheet is cut to hold the metal fixture with the electric outlets hanging downward into the container without touching the glass.

Scored pads at each end of the inner container cushion the glass further. The parts used to install the fixture are packaged in the space formed between one of the partitions and the end panel of the container.

The exterior shipping container, with separate spring pads which fit between the top and bottom flaps of the two containers and slotted partitions which form a frame along the side and end panels of the interior container, completes the protective cushioning.

The combined packaging forms a compact, efficient unit which gives the fragile product proper safeguarding in shipping and handling. The inner container is printed black with the manufacturer's name and address on one panel and the words: "Glass, Handle With Care," on the other.

Photo & Courtesy Robert Gair Company.

Fragile Ships

(Continued from Page 16)

the original U. S. S. Constitution to the manufacturer's many retail outlets.

In the container finally developed, the hull of the model is embedded in a platform of corrugated, the sides of which are reverse folded under the platform and extended in another fold to form cushioning beneath the product and at two sides. Two interior partitions, slotted at the top and bottom, fit the length of the container and support cushioning at each end. Two cross-partitions which protect the fragile masts, the tallest of which rises nine inches above the deck, fit into slots at the top of the lengthwise partitions.

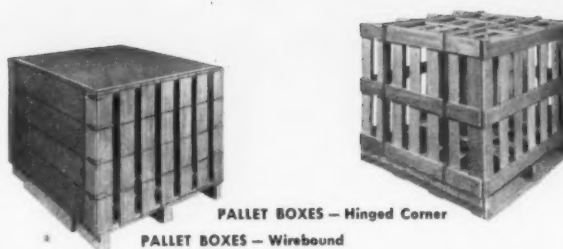
A small, die-cut sheet of corrugated, folded between the main masts, hugs the rails closely to protect the deck and to hold the ship firmly upright. It is fitted into the bottom of the lengthwise partitions by die-cut tabs.

Same Day Shipping

(Continued from Page 9)

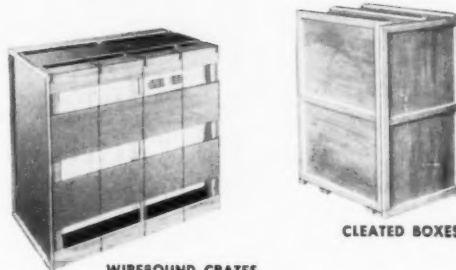
are returned every day by Bell Telephone field forces throughout the State, or received from Western Electric factories or from thousands of suppliers. The plant also takes care of the purchasing of supplies needed for its own operations.

According to George G. Siegle, Stores Manager, an average of 6,000 items, weighing up to



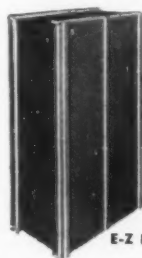
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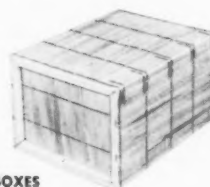
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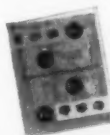
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75 tons, are shipped every day mainly by Bell System trucks to Bell field locations. Orders which arrive in the morning have to be filled by closing time the same day, he said.

Automated Materials Handling

When the order is received it goes by pneumatic tube conveyor to the dispatcher's desk in the order-assembly area of the warehouse. Here, the dispatcher selects cards numbered from 1 to 8, signifying the areas in which items are stored. These cards are attached to a vulcanized fibre hamper which is placed on the order-assembly conveyor belt. The hamper moves at a speed of 20 feet per minute and stops at eight different positions where order pickers are stationed. When the hamper arrives at each position, the order picker looks over the tickets. If his position number is included, then he reads the order and places the desired items in the hamper. When all material on an order has been selected, the last order picker involved pushes the hamper on to an express conveyor line moving at 80 feet per minute which takes it to the checking position. The checker inspects the hamper to make sure that the order is complete and correct, and the hamper is then taken by conveyor to the staging area to await pick-up.

Packing represents a very small part of the plant's work inasmuch as 85 per cent of the goods are shipped in the original packages in which they were received from the suppliers or Western Electric factories, Siegle said. Some 13 per cent of the remaining goods are placed in corrugated cartons and two per cent in wooden boxes. Reconditioned phones are packed in small folding boxes with corrugated stiffener to prevent damage in transit. The flaps are folded down for closure. Every eight phones are packed into a carton which is sealed with reinforced gummed tape. Besides corrugated and wood containers, quilts and wire tote bins are used occasionally

when large objects are involved.

When ready for shipment, the hamper with a pre-printed destination tag inserted, is moved by conveyor or fork lift to the truck staging area. Along the side and rear of the building there are 13 fully-enclosed truck loading platforms, each capable of accommodating two trucks at one time. One of the latest materials-handling devices at the New Jersey House is an automatic lifting device which can raise or lower trucks 14 inches to get their beds level with the platform.

Some 95 per cent of the shipments are transported by Bell System trucks, Siegle said. The remaining five per cent go by commercial trucking lines, rail and air. Trucks predominate, he said, because 90 per cent of the shipping volume is moved less than 100 miles away. When loaded into the trucks, the packages are left in the hampers for purposes of consolidation according to order lots, destinations and types of goods. There are occasional air freight shipments of goods, but they are few and far between, Siegle said.

Very Little Damage

Damage in transit is very small. "If we have two complaints a month," Siegle said, "it's a lot!" He attributed this low rate to the high standards of packing and the experience of Bell truckers in handling the goods.

Shipments coming into the plant are palletized on the loading platform and taken by fork lifts to the warehouse. In the case of unrepaired phones and other equipment, they are loaded by Bell Company personnel on skids and shelf and platform trucks. A dispatcher then calls off over an internal telephone line the number of phones or other items by type. A typist in an adjoining office can then prepare the Returned Material forms. Finally, the material goes by conveyor to the Western Electric shop.

In the 166,000 square foot warehouse, there are 10,000 different items stored at all times on



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pallets and racks, according to H. C. Van Ness, Warehouse Superintendent. In constant demand by Bell offices, these items include phone relays, keys and resistors, tools, hardware, cable items, mobile radio parts, stationery, janitorial and medical supplies. This heavy storage policy is essential to success of the same-day shipping program, Siegle stated.

To distinguish readily between Bell Company property and Western Electric property, different colored labels are pasted on the packages before they are placed in the racks. Green labels denote Bell property, yellow labels identify A. T. & T. material while brown labels are used for Western Electric supplies.

Fork lifts are the most common materials-handling equipment used for moving loads around the warehouse and loading platforms and for unloading pallets which are stacked up to 15-feet heights. Van Ness added that riding transporters, electric and manual walking transporters and high lift straddle stackers are also utilized.

So runs the story of the Union plant's role in keeping New Jersey phone lines in good order. The same-day shipping policy has worked out very satisfactorily as a result of the move to the new plant three years ago, Siegle said. The extent of the role played by conveyor, warehousing and materials-handling improvements in influencing the success of the same-day shipping program is reflected in the fact that operating ratios during the last three years have improved by 36% while the plant's business volume has increased by 60%. "We are very proud of this record," Siegle said.

Equipment used in Western Electric Company's New Jersey Distributing House includes: Gummed tape dispensers, Better Packages, Inc.; label tape dispensers, Nashua Corporation; corrugated containers, Hinde & Dauch, Robert Gair Division and National Container Corp.; carton openers, Flash Mfg. Co.; conveyors, Conveyor Specialties, Adler Conveyors and Lamson Corp.; parcel post meter, Pitney-Bowes, Inc.; packing scale, Howe Scale Co.; platform scales, Toledo Scale Co.; pallets, Otto Fichte Co.; materials-handling equipment, Lewis-Shepard Products, Inc., Yale & Towne, Raymond; platform lifter, Levelator Corp.

Tuning In

(Continued from Page 12)

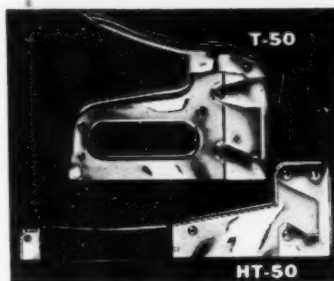
to be treated. To keep the course on a practical level, it will be limited to men in industry with a minimum of three to five years' experience, it was stated by James R. Bright, director of the conference.

Wirebound Box Ass'n Reports New Volume Record Scored in '56

The wirebound shipping container industry in 1956 set a new all-time record for the third successive year with a total volume of \$120,660,973, the Wirebound Box Manufacturers Association was told at its annual meeting in Chandler, Ariz., March 20-22.

L. S. Beale, secretary of the association, re-

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ported that the 1956 volume of business for the industry was 7.6 percent over 1955, the previous record-breaking year. He added that new machines have been developed to permit the manufacture of larger and heavier containers.

John R. Miller, Jr., of the T. R. Miller Mill Co., Brewton, Ala., was reelected president of the W. B. M. A. New directors elected are Stanley C. Craven, Crosby Forest Products Co., and Al J. Sroub, American Box Co.

Air-Conditioned Trucks

(Continued from Page 17)

unbroken periods of time. He said that prior to air conditioning, drivers found it necessary to stop numerous times to rest, or for refreshments to compensate for dehydration. "Our drivers can now stay safely and comfortably at the wheel for 150 miles at a stretch on the severest summer days, without a coffee or coke break," Bunnell said.

Record-Breaking AMA Show

(Continued from Page 7)

Boxes; and K. O. Kellicutt, engineer, on Fibre-board Boxes.

The role played by packaging in the record of success achieved by H. J. Heinz Company was unfolded by: C. L. Rumberger, vice president, research and quality control; F. C. Majorack, manager of product development; K. F. Land, head of the packaging and sterilization department; and Ian MacPhail, department head, statistical quality control. All major packaging responsibilities at Heinz are carried out cooperatively. Specifications, for instance, are worked out by company officials together with the various suppliers involved. To make sure that packaging meets the requirements not only of merchandising but also of reducing loss and damage, a packaging committee of production people and package designers exists at Heinz.

Cost-cutting ideas, Mr. Lang said, have resulted from a constant review of packaging specifications coupled with an extensive packaging research program. Frequent meetings with suppliers "have been most beneficial." However, he cautioned, "All packaging cost reductions must be weighed carefully to be sure we are not penny wise and pound foolish. In our attempt to reduce packaging costs we must not overlook the prime need for quality materials capable of doing the job intended."

Among other speakers at the conference, A. C. Nielsen, Jr., executive vice president, A. C. Nielsen Co., told of the role played by packaging in selling consumer products, and Dr. Harry C. Tre-

logan, director, Marketing Research Division, U. S. Department of Agriculture, discussed new developments in the packaging of foods.

New Intercom System

(Continued from Page 8)

stanchion. As the front wheels of his tractor cross the pneumatic signal tube that runs across the driveway, they set off the klaxon horn in the shipping department. The clarion call, which persists for seven seconds, announces to the shipping supervisor, or his assistant, that a truck is in the driveway awaiting pickup or unloading instructions.

Alerted, the supervisor goes to his desk and lifts the hand-set unit there. He asks the driver to identify himself. His voice, amplified electronically, carries out to the truck driver, who has remained seated in his truck, as per the illuminated signs on the stanchion that tell him to "Wait for Voice Instructions."

Savings In Time

The driver answers without leaving the cab, touching the station, or raising his voice. When the supervisor hears his reply, he then refers to his tube file of bills standing nearby. In a few minutes, the supervisor can tell the driver if his services, are, or will be, needed for a pickup.

On deliveries and incoming freight, the shipping supervisor acts as dispatcher. He can assign the truck to the proper bay without making it necessary for the driver to leave his truck to seek instructions.

In this way, trucks are routed, loaded and dispatched with a minimum of wasted time and meaningless moving around.

Six Ways To Improve Health

(Continued from Page 13)

Brouha's tests, when temperature and humidity were reduced and air movement increased, body temperatures went down to normal. In addition, hearts that had been beating too fast, slowed down to reasonable rates more quickly. The final result was less fatigue and greater productivity.

5. *Reduce the work load* — Fork-lift trucks, strapping, palletizing, and conveyors do much to reduce the number of heavy carrying, bundling, and stacking jobs that used to be part of shipping. There are ways to reduce still further the amount of work the body does without reducing the amount of actual production.

If jobs are thoughtfully studied, they seem to "break down" into three sections — "making ready," "doing," and "putting away." Making ready and putting away are not really productive operations, and can be kept to a minimum by

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diminishing the amount of walking back and forth for tools and supplies, the number of separate "little things" that are done to do the big job.

Another way of reducing the "work" that goes into a job is to have the employee keep his body comfortable by sitting whenever possible, and having things within reach. Standing demands more of his leg muscles—which are not usually producing anything—and stretching and reaching take time and energy. Time and motion studies may be "sold" to employees by asking them for ways in which to make their jobs easier, and by permitting them to participate in the study with suggestions.

Coffee Breaks Important

6. *Organize adequate rest periods*—When a job is scheduled so that workers take rest periods at set intervals, long enough to recover completely, excessive fatigue throughout the shift is eliminated. Most industrial employees have found that some kind of refreshment during rest periods—milk, coffee, juices, hot chocolate, perhaps hot soup — are helpful, too. Even where facilities for service are limited, vending machines may be installed to satisfy demand at such times, without any expense on the part of the employer. The room for rest periods should be one where workers can sit; if the work place is hot, it should be one where they can cool off.

Establishing rest periods is not easy. It is best done by trial and error with the close collaboration of the plant doctor, if there is one, and an industrial engineer, if possible. Then changes in rate of work and production can be evaluated together with body changes in the workers.



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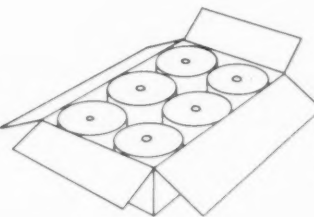
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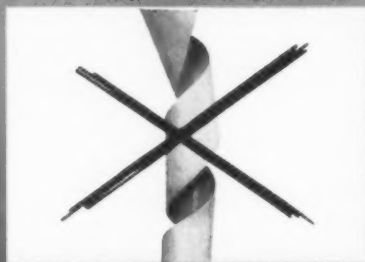


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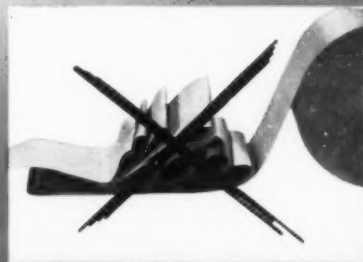
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